

ISSUED EVERY WEDNESDAY

# DRUG & CHEMICAL MARKETS

ESTABLISHED IN SEPTEMBER 1914 AS "WEEKLY DRUG MARKETS"

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VOL. V

NEW YORK, MARCH 19, 1919

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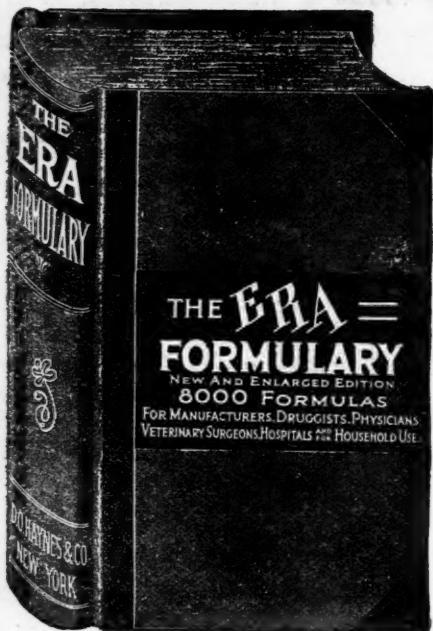
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## German Methods Exposed

The report of the Alien Property Custodian on the chemical industry in this country is a very complete review of conditions which made it necessary for the United States Government to seize German-owned companies and stop the transfer of their huge profits to the interests in Germany by which they were controlled. The Custodian throws a flood of light upon the corrupt methods employed to ruin American industries by selling below cost, even at heavy loss to the German companies, and to win American trade by chicanery and bribery.

The efforts to camouflage the ownership of these German companies are exposed by the Custodian with brutal frankness. In his search for evidence he found personal correspondence, carried on at a time when the writers had no suspicion that their letter files would ever come under Government inspection, which proves conclusively that so-called American companies were owned in Germany. Expert accountants found evidence of earnings transferred to Germany in face of records which seemed to indicate that the company's stockholders were American citizens, and the company incorporated under American laws. In almost every case investigated it was discovered that after American patents owned by German houses had been assigned to an American company, reassignments had been executed but not recorded, so that the real, though not the ostensible ownership of the patents was in fact still vested in the Germans. How could the Government meet such unpatriotic and unfair practices except by the seizure and sale of the properties to Americans? By taking this method the Government is able to protect the American dyestuff industry against the importation of many varieties of German colors which were patented in this country by the German manufacturers. These patents gave the exclusive right of manufacture and sale for a term of years and these rights are now owned by the Chemical Foundation, Inc., to which organization the German patents have been sold. All German dyes for which the patents still have time to run can, therefore, be excluded. The plan works out practically and will act in a similar way to the proposed licensing system, so far as it applies. But Germany will make new dyes, and may go so far as to keep these new processes secret, dyeing the goods in German mills and shipping the finished products instead of the colors. A tariff is still necessary and it must be a stringent one to close all loopholes.

### Government Surplus Stocks

It is reported that the distribution of large government holdings of raw materials is progressing, and in the next few weeks the market situation may appear entirely different. The high record of exports during the month of January has probably reduced to a very great extent the accumulation of products stored over a long period and the effect of new business should be very decided and favorable. It is admitted that bottoms are not available to the extent that they were some weeks ago, but this condition is temporary.

Recent inquiries for raw materials have been noticeably greater in number, but purchases are still largely confined to immediate requirements. This condition would probably indicate some improvement in business here and there, but it does not necessarily mean that the spirit of uncertainty has been removed as far as buyers are concerned. Caution is still the watch word, and while cautious buying is under present conditions the safest plan from the manufacturer's standpoint, it does not tend to establish confidence which is probably the most important requisite now lacking.

Merchants and manufacturers have indulged freely in the belief of future good times, displaying a feeling of optimism, and from a psychological standpoint this is very beneficial, but one of the mistakes of the present time is the unwillingness to support this feeling with action.

There are many ways of stimulating business. Gigantic advertising campaigns have been arranged by both large and small concerns throughout the country and in many of the most prominent trade papers as well as general magazines, advertising space is not available for many months. Conditions indicate clearly that the manufacturer, jobber and wholesaler believe in the possibility of stimulating the market for their goods if the proper methods are pursued, but on the other hand they are offering very little encouragement to one another, preferring to have business either in sight or in hand before contracting for materials.

The wornout idea of immediate price reductions is beginning to outlive itself, as manufacturers are quite willing to pay prevailing prices for goods which they can put into immediate circulation, which indicates the willingness to pay prevailing prices for raw materials when goods can be sold on a profitable basis.

It is true that the cost of many raw materials has declined, but there are individual reasons in most of these cases. However, if the progress of any particular business is retarded through the belief in lower markets, then the manufacturer is doing himself and co-workers an injustice by waiting. The labor situation, too, must be considered from its many angles and every effort made to maintain capacity production.

The watch word today should be confidence and a greater willingness on the part of manufacturers to forge ahead. This idea of every one waiting for the other fellow to start something has in the past proven very costly to those who do the waiting.

Business today in luxuries is flourishing and there is every prospect of its continuing. One reason for this is that the retail merchant has provided himself with attractive goods and prepared in advance in every detail to encourage the purchase of his wares. It would be well to bear in mind that during the engagement of a great part of these stocks luxury buying was at a very low ebb. Let the manufacturer indulge in some of the confidence the retail merchant has displayed.

### The Abatement for Losses

One effect of falling prices will be heavy reductions in the Government's revenue receipts, running into millions. Inventories as of Dec. 31, 1918, were based on war prices and these will not be realized. Receivers of a munitions company recently sold at auction considerable sulphuric acid at \$1 per ton and caustic soda at \$1.75 per hundred pounds which does not begin to cover the cost to the producer. Many successful concerns will be able to show similar losses under Section 234 of the Revenue act permitting a taxpayer to file an abatement claim based on substantial loss sustained. The paragraph reads in part:

At the time of filing return for the taxable year 1918 a taxpayer may file a claim in abatement based on the fact that he has sustained a substantial loss (whether or not actually realized by sale or other disposition) resulting from any material reduction (not due to temporary fluctuation) of the value of the inventory for such taxable year, or from the actual payment after the close of such taxable year of rebates in pursuance of contracts entered into during such year upon sales made during such year.

In such case payment of the amount of the tax covered by such claim shall not be required until the claim is decided, but the taxpayer shall accompany his claim with a bond in double the amount of the tax covered by the claim, with sureties satisfactory to the commissioner, conditioned for the payment of any part of such tax found to be due, with interest. If any part of such claim is disallowed then the remainder of the tax due shall on notice and demand by the collector be paid by the taxpayer with interest at the rate of one per centum per month from the time the tax would have been due had no such claim been filed.

Such losses cannot in many cases be established until 1919 is well on its way, but even if no claim is filed and it is shown to the satisfaction of the Commissioner that during the taxable year 1919 the taxpayer has sustained a substantial loss of this character, the amount of such loss may be deducted from the net income for 1918, the taxes redetermined, and the amount due the taxpayer refunded.

### IMPROVEMENT IN BUSINESS

Not without accompanying irregularities, yet with unmistakable clearness, the betterment in business is being gradually extended, says "Dun's Review." Both in growth of actual transactions and in strengthening of that sentiment which is essential to further revival, the week has been one of good progress in certain leading branches, and where no gain at all appears, price uncertainties chiefly explain the continued halting.

# Baltimore's Drug and Chemical Trade

## Pharmaceutical and Acid Manufacturers Discuss War Conditions and the Present Outlook

(By Staff Correspondent of DRUG & CHEMICAL MARKETS)

THAT Baltimore holds high rank in the chemical and drug trades has long been a matter of general knowledge. But it is not so extensively known that the Monumental City is undoubtedly the largest center in the use of various heavy chemicals that enter into the manufacture of commercial fertilizers, with the facilities for the production of these chemicals rapidly expanding. Baltimore is also making great strides in the manufacture of general chemicals and stands fourth among American cities in the production of drugs and pharmaceuticals, not to mention the various establishments engaged in making proprietaries and a long list of related articles. The sentiment that prevails among the several lines of activity, therefore, may well be taken as an index of the situation throughout the country; and measured by this sentiment, there can be no doubt that the results of the last year in volume of product and of returns are to be regarded with unqualified satisfaction. Local pride has been amply sustained, both in point of quantity and even more as concerns quality, the goods put out having held their own for purity and excellence.

### City Aided War Work

The city shared extensively in the business developed out of the war and many government orders were taken by local manufacturers and dealers. Altogether, the results were far better than even the more sanguine members of the trade had anticipated, and the future is viewed as holding out great promise. All of the gains previously made were maintained, with continued expansion of the field of distribution, and it is confidently predicted that the current twelve months will do much to improve the position of Baltimore in the different lines, if no avoidable checks are imposed.

An industrial survey made under the direction of a committee which included Dr. Jacob Hollander, an economist of country-wide reputation, who has served the United States Government as an investigator of financial and other problems; John R. Bland, president of the United States Fidelity and Guaranty Company, and Frederick W. Wood, at that time in general charge of the work of the Maryland Steel Company at Sparrows Point, near the city, had this to say of Baltimore's position as a center for drugs and pharmaceutical preparations:

### Ranks High as Drug Center

"Baltimore ranks fourth among the cities of the country in the production of drugs, and standard and proprietary medicinal preparations. Forty per cent of the local consumption of these products is supplied by the manufacturers, which is equivalent to 15 per cent of their total output, one-third going to jobbers and two-thirds to retailers. Approximately 40 per cent of the output is sold in the Southern States, and the remainder is evenly distributed throughout the country. Fifty per cent of the containers used, such as bottles, pill and other boxes, are procured of home manufacturers. In the jobbing of drugs and preparations Baltimore also ranks high among the cities of the United States, having eight concerns engaged in this business. The jobbing of drugs has doubled in the last twelve years and has shown an average annual in-

crease of eight per cent in the last four years. The distribution has been about as follows: 25 per cent local, 50 per cent in the South, and 25 per cent scattered over adjoining States."

In this connection it is interesting to state what Dr. A. R. L. Dohme, president of Sharp & Dohme, leading manufacturers of pharmaceuticals and related goods has to say about conditions last year and the future. Dr. Dohme, when seen by a representative of DRUG AND CHEMICAL MARKETS, said:

"Baltimore occupies rather an important position in the drug world of this country although there are several cities, such as Philadelphia, New York and Detroit that surpass it. Baltimore's development has been but little affected by the war in the drug line, nor has indeed any other city's as the facilities of the country were able to handle the medicinal supplies for our soldiers and sailors and did so to the eminent satisfaction of the Government, both in deliveries and prices, which were totally free of any profiteering whatever. The awards were on a strictly competitive basis for practically all items, and practically all manufacturers have merely turned over dollars in their furnishing of medicines to Uncle Sam."

### Many Drugs Still Scarce

"Supplies and labor have been scarce ever since we entered the war and demands extremely heavy because of the extreme violence and prevalence of the so-called 'flu' epidemic and business has been done at great disadvantages and increased expense owing to the necessitated part and split shipments due to shortage of practically all raw materials and labor. With the demand for practically all war material used in the drug line far in excess of the supply, the prices have naturally gone up tremendously. They are gradually coming down, but this process is slow, since even today the demand for all drugs and chemicals is virtually far in excess of the available supply. In case of those items used in warfare, as for instance, glycerin, the price took a tremendous drop at once when the Government released its hold upon the output since it no longer needed explosives. There are, however, not many drugs used in munitions manufacture, so that the large majority of drugs and chemicals are still high in price, notably because the prevailing epidemic still holds its clutches upon this country, and while her soldiers do not have use for munitions, they do still need medicine, as they have suffered, as have the rest of us, from the epidemic prevalent in other lands as well as here."

"It is important that trade should be reopened with all countries soon so that we can get ample supplies of those raw materials for which we have been and are dependent largely upon them. Until that time the decline will be gradual, but there will be more or less of a steady decline for some time to come."

"In reconstruction there are numerous munition plants in Baltimore and vicinity that will have to be converted into other uses, and it would seem that some of them might well be converted into chemical plants."

### Sulphuric Acid Situation

"Up to the ending of the war, the producers of sul-

phuric acid were very busy, and ran at maximum capacity. The signing of the armistice, of course, brought much of this activity to a sudden halt. Perhaps another year of highly stimulated demand had been counted upon, and the producers, consequently, were hardly prepared for the check. Raw materials were obtainable only at high cost, with other items of production, including labor, very expensive, and the stoppage of the demand, therefore, necessitated a general readjustment.

W. D. Huntington, vice-president of the Davison Chemical Company, who has recently returned from a stay of some weeks in the South for his health, but who has kept in close touch with development, his connection with the Chemical Alliance and other bodies having given him exceptional opportunities for observation, in discussing conditions had this to say for

#### DRUG AND CHEMICAL MARKETS:

"The acid producing works, among others, generally are now being run at about 50 or 60 per cent of their capacity, with the demand for merchandise generally held down by the feeling that prices will drop to a considerably lower level. For the present the producers are going ahead, accumulating stocks in the belief that they will be called for later at acceptable figures. But whether the various plants will continue to operate depends largely upon the Government. So far nothing has been done to open the way for taking up the slack, and if the same policy is pursued beyond a certain length of time, it must follow, that activities in the industries will have to stop, for the producers cannot go on indefinitely piling up goods. Sooner or later they will run out of storage space and out of resources."

#### No Help From the Government

"The situation at present is much like that in the spring of 1914, when cancellations of orders and arrested activity were a general feature and when business concerns were approaching closely the point where they might expect to find themselves unable to continue. At that time credit was being affected. It has not yet come to this now, but unless something is done, the result must be the same. There is a foreign market for acid phosphate, for instance. Right now the producers stand in the way of getting business to the amount of perhaps 100,000 tons for shipment abroad, but there are no ships and the Government is doing nothing to supply tonnage."

"Foreign buyers are eager to get stocks which they must have and which they are unable to procure from other sources, but the producers are prevented from taking advantage of the opportunity to supply the foreign needs for the lack of bottoms. Many things are being debated at Washington, but no real move is made to furnish the business of the country with the facilities to fill such orders as can be secured without effort, and fine opportunities of establishing lasting relations are perhaps being lost or at least seriously endangered. To what extent the current year will be satisfactory or unsatisfactory depends upon the breadth of view shown, and upon the understanding manifested as to what the situation calls for. At present it is hardly possible to forecast the future attractively."

#### Why Prices Are Still High

O. H. Ebert, of the Baugh Chemical Company, producers of sulphuric acid and manufacturers of fertilizers, gave it as his opinion that the last year had been on the whole quite satisfactory, with the volume of business exceeding earlier calculations and with activities stimulated in all directions by the war. He estimates that the Baltimore establishments produce about 750,000 tons of acid a year, and last year, of course, there was a heavy

special demand by the Government, or buyers who held government orders. The conditions, in fact, may be said to have been extraordinary, and notwithstanding all the drawbacks, such as scarcity of labor and high costs, together with difficulty in obtaining adequate supplies of raw material, the output made an impressive showing.

"With the signing of the armistice," Mr. Ebert continued, "the special business was either cut off entirely or greatly reduced for the time being, and some misgivings were entertained as to whether the requirements in other directions would suffice to take up the slack. The tendency among the buyers, of late, has been to hold off.

"There is a disposition to insist upon concessions, the belief prevailing that commodities generally should rapidly decline. But the goods put out now were made of crude material bought at the highest prices, and no reduction can be made at least until these stocks have been disposed of. Labor is as high as ever and various other items of expense have not gone down, so that the sellers are not in a position to make reductions. This is now coming to be realized, and of late the inquiry has been much better. There is every reason to believe that the demand for acid and other products will keep up and even expand, for the farmers have more money than they ever had before, and are encouraged to go ahead regardless of the fact that wages are high and hands scarce, comparatively. Of course, by degrees the range of values will work lower; this is fully expected, and allowance is made for the readjustment.

"There is every indication, however, that the process of getting down to a peace basis will be gradual enough to prevent anything like disturbances or unsettlement. Orders are brought out in larger number and on a broader scale, and the outlook is that the chemical trade will experience prosperity. While the productive capacity was greatly expanded to meet war requirements owing to the exigencies of the war, it appears as if enough business will develop to keep the present facilities employed."

The Baugh Chemical Company's acid plant, with others, experienced trouble in securing adequate quantities of raw material, imports of pyrites having been stopped entirely during a large part of last year.

Extensive additions have been made to the general chemical trade in recent years. The vast development in the Curtis Bay section, which may be said to have had its beginning with the establishment of the great plant of the Curtis Bay Chemical Company and the United States Distilling Company, and which was the means of furnishing enormous quantities of the materials required in the prosecution of the war, has made of Baltimore, one of the big centers of the industry. The cessation of hostilities necessitated changes, but other lines have taken the place of those which were discontinued, and the volume of business done is perhaps greater than ever before.

An indication of the state of the trade is furnished by the Thomsen Chemical Company, at Locust Point. This corporation is about completing a new addition at a cost of from \$250,000 to \$300,000, in order to be in a position to take care of the augmented demand for its products. The number of employees is as large as at any previous time, not even the war having made heavier demands upon the capacity of the place.

#### Mills Need Chemicals

M. J. Bellamy, the Baltimore manager of the General Chemical Company, who has just returned from an extended trip in the South, while disposed to be conservative in his estimates, states that though some of the products are not being called for in such volume as to entail pressure, the inquiry for others is very urgent,

and the Baltimore branch is put to it to take care of the orders. He found the cotton mills down South, which use materials for the fixing of dyes, and reduction chemicals in large quantities, running on part time only, with a tendency to curtail their output even more; but though the demand for prints and other cotton goods is to some degree held in abeyance, apparently, because of the expectation that prices will ease off, the mills were disposed to make adequate provision for their needs in the way of chemicals.

"I think," Mr. Bellamy continued, "that the buyers who hold back because of the belief that prices will go decidedly lower will be disappointed. It must be remembered that the goods now put out are made of materials manufactured at the highest cost; furthermore, there has been no important reduction in the expense of manufacture. Labor is just as high, with other items likewise not far from the top. To make heavy reductions, therefore, is out of the question. Later on, when the placing of orders cannot be any longer put off, there is likely to be a big scramble, with a definite prospect that at least some of those who waited will find themselves without adequate supplies.

#### Expects Scramble for Products

"The factories are making every effort now to get out goods, and are scarcely able to keep up with the calls in some lines. We do a large business, for instance, in insecticides for spraying purposes. The time is at hand when orders for such chemicals ought to be coming in very freely, but this season there has been more or less delay. When the need becomes urgent, orders will be piling in, and the task of taking care of them may prove too great to be handled promptly. It may thus easily happen that some of the buyers will get only a part of the products which they require.

"Of course, various articles have become cheaper, but there are others that not only are certain to hold their own, but that may even advance. These are the goods that were not inordinately stimulated by the war, but the output of which was curtailed because of other activities being considered for the time being more important and indispensable. In these articles there is really a shortage and they are likely to rise with the growing inquiry. The general tendency, to be sure, is toward a gradual easing off to a lower level, but this process will require time, and no sudden declines are to be looked for. Moreover, checks upon the demand in effect for some time will be removed, and the inquiry will consequently assume larger proportions.

#### Jobbers' Prices Explained

"It is a fact, puzzling enough to the uninitiated, that various articles can be purchased in the open market now at lower prices than it is possible to book orders for, but the explanation lies near enough at hand. Jobbers and others may find themselves with larger quantities of certain kinds of goods on hand than they care to carry, or they may have other needs to meet, which prompt special efforts to unload. They may have concluded that the particular goods will go still lower, and they thus offer inducements to close out. There are many real bargains to be picked up at the present time, but this state of affairs does not prove that the general situation has changed for the worse. I confidently look for a period of great activity and for an era of prosperity such as the country has not often seen."

#### SCHOELLKOPFS SELL 70,000 SHARES OF NATIONAL ANILINE AND CHEMICAL STOCK

**Voting Trust Not Affected and Majority Interest Still Held by General Chemical, Barrett Co., and Semet-Solvay—Schoellkopfs' Shares Valued at About \$6,000,000**

The preferred stock of the National Aniline and Chemical Company owned by the Schoellkopfs of Buffalo, amounting to 70,000 shares valued at about \$6,000,000, has been purchased by a syndicate headed by White, Weld & Company, 14 Wall Street, who will offer the stock to their clients. This block of stock is part of the original issue of \$23,524,700 seven per cent cumulative preferred stock given in exchange for the properties which were merged in 1917. None of the preferred stock was offered to the public. The sale of this block does not affect the voting trust placed with the Guaranty Trust Company. The stock in this trust is owned by the General Chemical Company. The Barrett Company, and the Semet-Solvay and forms a majority of the company's issue.

The authorized and outstanding capital stock of the National Aniline and Chemical Company comprises \$23,524,700 preferred shares of the par value of \$100, and 395,990 shares of common stock, no par value named. The common stock is quoted around \$20 to \$22 and the preferred about \$81 to \$83, varying from week to week.

The properties and businesses acquired and now operated by the National Aniline and Chemical Company, Inc., include the following: Schoellkopf Aniline & Chemical Works, Buffalo; W. Beckers Aniline & Chemical Works, Inc., Brooklyn; Benzol Products Company, Marcus Hook, Delaware; Standard Aniline Products Company, Wappingers Falls, N. Y.; Century Colors Corporation, including plant at Nutley, N. J., and sales organization in New York City; National Aniline and Chemical Company, sales organization in New York City; miscellaneous products plants acquired from The Barrett Company, General Chemical Company, and Semet-Solvay Company in New York and Pennsylvania.

For the seven months from date of incorporation to December 31, 1917, the earned surplus of the company was reported as in excess of \$2,900,000. For the six months period from January 1, 1918, to June 30, 1918, the earnings have been ascertained and for the six months period from June 30, 1918, to December 31, 1918, they have been partly estimated as follows:

	Six months Jan. 1 to June 30, 1918	Six months June 30 to Dec. 31, 1918	Total for 12 months.
(Actual)	(Estimated)	(Estimated)	
Net profits from operations ....	\$6,829,000	\$6,000,000	\$12,829,000
Less provision for depreciation of plants and in- ventories and re- serve for Fed- eral Taxes....	4,800,000	4,000,000	8,800,000
Net earnings avail- able for divi- dends ....	\$2,029,000	\$2,000,000	\$ 4,029,000
The directorate of the company includes the following who are officers or directors of the General Chemical Company, The Barrett Company, or the Semet-Solvay Company:			
William J. Matheson, Director of General Chemical Company.			

H. H. S. Handy, President and Director of Semet-Solvay Company; Director of The Barrett Company. William N. McIlravy, Vice-President and Director of the Barrett Company.

T. M. Rianhard, Vice-President, General Manager and Director of The Barrett Company.

Henry Wigglesworth, Director and Director of Research, General Chemical Company.

Clinton S. Lutkins, Asst. Treasurer, General Chemical Company.

J. F. Schoellkopf, C. P. Hugo Schoellkopf, and Dr. J. F. Schoellkopf, Jr., withdrew from the directorate of the National Aniline and Chemical Company at the annual meeting in 1918. The withdrawal was said to be due to the large interests which they have developed in and around Buffalo.

During the past winter Dr. William Beckers, vice-president of the National Aniline and Chemical Company, sold part of his preferred stock holdings, and it is understood that he will withdraw from the company this year. Leave of absence for one year was recently granted to Dr. Beckers by the Board of Directors. The explanation of this action is found in the recent report of the Alien Property Custodian which says in the chapter devoted to the National Aniline and Chemical Company:

"A contract has been entered into which will result in the gradual elimination by purchase of the Beckers' interest, which has been thought advisable because of Dr. Beckers' German origin."

#### MATHIESON ALKALI PASSES DIVIDEND

The directors of the Mathieson Alkali Works, which has paid annual dividends of 2 to 7½ per cent annually since 1907, have passed the disbursement on stock due at this time. Mathieson Alkali Works paid an initial dividend of 2 per cent in 1907, and since that time has made the following disbursements on the common stock: 3 per cent in 1908, 4½ per cent in 1909, 6½ per cent in 1910, 6 per cent in 1911, 7½ per cent in 1912, 5½ per cent in 1913, 4 per cent in 1914 and 1915, 6½ per cent in 1916, and 6 per cent in 1917 and 1918.

In announcing the passing of the dividend President Arnold said customers were requesting the company to withhold deliveries to such an extent that a considerable quantity of manufactured products had accumulated, and it was deemed advisable to conserve the company's resources.

#### HEAVY LOSSES AT AETNA AUCTION

The receivers of the Aetna Explosives Company sold considerable quantities of sulphuric acid, nitrate of soda, caustic soda, soda ash, phenol, limestone, and brimstone at auction last week. More than 4,000 tons of 66-degree sulphuric acid brought less than \$1 per ton. The market price of 66-degree acid is about \$16. About the same amount of 60-degree acid was sold at a still lower price. The market price is about \$11.

Phenol brought less than \$100 per ton against a quoted market price of \$180. Soda ash was sold at 70 cents per hundred pounds. The market price is \$1.50 to \$2.00. Caustic soda went at \$1.50 against a market price of \$2.75 to \$3.25 per hundred.

Seven Germans were sent to Fort Oglethorpe, Ga., for internment, last week. Among the number were Adolph Henry Ney, a chemist once in the employ of Thomas A. Edison, Herman C. A. Seebohm, secretary and treasurer of the Bayer Chemical Company, and Arthur Wiener, a recent witness in the O'Leary trial

#### Trade Notes and Personals

Dr. E. S. Johnson of the United States Color & Chemical Company, Boston, was guest of honor at a dinner of the Syracuse Chemical Society and the Technology Club, Syracuse, N. Y., recently, at the Onondaga Hotel.

Leading dry color producers have organized the Institute of Dry Color Manufacturers. P. S. Tilden, of E. I. du Pont de Nemours & Company, is president; Edward Kohnstamm, vice-president; and Marcus M. Marks, treasurer.

Work has been started on the erection of a large storage warehouse for the Pompeian Oil Company, at Highlandtown, Md. The structure is to cost not less than \$50,000. The company is using large quantities of peanut oil in its operations.

A special meeting of the stockholders of the California Alkali Company will be held at the offices of the organization, 9 Main Street, San Francisco, Cal., in May, to consider creating a bonded indebtedness of \$1,000,000. W. J. Pearce is secretary.

The large corporations have employed an unusual number of chemists, since the armistice and the release of technical men from the Chemical Warfare Service, and it is understood that the companies are going into research work on an extensive scale.

Producers of soapstone, silica, volcanic ash and iron ores of El Dorado County, California, have joined in taking out a membership in the One Hundred Per Cent Club of San Francisco for the purpose of displaying these products in the showrooms maintained in the Bay City.

Lehn & Fink, New York, are having plans completed for the proposed new addition to their works at Irving and Columbia Streets, Brooklyn. The structure will be eight-story, reinforced-concrete, about 40 x 100 ft. Buchman & Kahn, 56 West Forty-fifth Street, are architects.

Formal applications have been filed by five San Francisco, Cal., firms for 30,000 square feet of space in the vegetable oil terminal area at Islais Creek. When permits are granted fifteen huge storage tanks will be erected. The concerns seeking concessions are: Williams, Patterson & Co.; S. L. Jones & Co.; Hind, Rolph & Co.; Balfour Guthrie & Co., and Henry W. Peabody.

The Sulphate of Ammonia Association of London proposes to form a trading company to be owned and controlled exclusively by manufacturers. The Association will indirectly develop both the home and the foreign markets. At a meeting of the Association held a week ago it was stated that no results on a commercial scale are to be expected from synthetic sulphate of ammonia for some time.

In response to a demand for export to Japan and China the price of Madras indigo, which fell to a very low level in the latter part of 1917 has been gradually rising since January, 1918. A Government crop report issued at the end of October, 1918, states that the area under indigo in the presidency is estimated at 114,650 acres as against 275,700 acres on the same date last year. The decrease is said to be due to the dull state of the market throughout 1917 and the consequent difficulty of disposing of old stocks.

# Germany's Grip on U. S. Dye Market

## *Unfair Methods by which Enemy-Owned Concerns Sought to Ruin the American Industry Exposed by Alien Property Custodian*

The report of A. Mitchell Palmer, former Alien Property Custodian, contains in addition to the facts concerning the sale of 4,500 German patents to the Chemical Foundation, Inc., a review of the corrupt methods by which the German dyestuff manufacturers obtained a foothold in the United States, and a sketch of the industry in Germany. The report says:

"Up to about 1910 all the great German houses shipped their goods to their American representatives on a consignment basis. The compensation of the American representative was wholly by way of commission. The American company in these cases was a mere selling agency or branch. In 1912 a group of Philadelphia lawyers brought about the prosecution of an officer of the Bayer & Co. (Inc.) (or its predecessor, Farben Fabriken of Elberfeld, another New York corporation) for some of the corrupt practices in the way of bribing buyers, which, as has been stated, had become universal among the German houses. In the course of this prosecution the lawyers in question became familiar with the general history of the German industry and at once realized that it might be made a subject of an attack under the Sherman law, on the theory that each of the German companies was, through its agent, actually doing business in this country and that the two great cartels were conspiracies in restraint of trade.

"This investigation, of course, ran parallel with the similar investigations of several other departments of the Government and the Bureau of Investigation received valuable aid from the offices of Military Intelligence, Naval Intelligence and War Trade Intelligence, as well as from the Department of Justice and from the British, French and other allied authorities. All these bodies worked in close co-operation and their mutual assistance was of inestimable value.

### Evidence of Espionage

"Information derived from these sources demonstrated that the chemical industry was a natural center for espionage and that this had been true long before we entered the war—indeed, before the war began. The relation between the German Government and the great German chemical houses was so close that representatives of the industry were naturally almost direct representatives of the Government, and their work in this country gave them unequaled opportunities for examining our industries from within. Customers of the German import houses were constantly in need of expert advice in regard to the processes in which their goods were used. The advising expert supplied by the German houses naturally saw everything there was to see, and what he learned was seldom concealed from his Government.

"After the war began the industry became a center not only of espionage, but of propaganda and of direct governmental activity. The number of striking instances of this development is so great that only a few can be detailed, but these appear sufficiently striking. Among the early examples unearthed by the Bureau of Investigation was that of the by-product coke plant established by the Lehigh Coke Co. The latter was a corporation organized by a syndicate represented by the Deutsche Bank. At the time the war broke out it had been in operation for a number of years and was promising considerable success. It had not, however, gone extensively into the manufacture of coal tar and its derivatives. In 1915, however, it established a considerable plant for these

purposes. Every ounce of toluol and benzol which was produced was sold under contracts binding the purchaser not to use or permit the use of the product for the manufacture of explosives or for the benefit of the allies.

### American Agents of German Firms

"The opening of the year 1914 found nine-tenths of the dyes used in our industries supplied by German houses, and the great bulk of these by the largest six German houses. At this time each of these six giants was represented in this country by a subsidiary American corporation.

"The Agent of Bayer was Bayer & Co., Inc., a New York corporation, while in the Synthetic Patents Company, Inc., another subsidiary, was vested the ownership of the 1,200 American patents taken out by the parent house. This New York company also owned other subsidiaries, including the Hudson River Aniline Works, through which it had established its Albany factory.

"Berlin was represented by the Berlin Aniline Works, also a New York corporation. Kalle & Co., were operating through a third New York corporation, also called Kalle & Co. In these three cases all of the stock of the American house was admittedly owned outright by the parent organization. All three were accordingly taken over at the outset.

"The great Badische Company acted through the Badische Company of New York, the stock of which appeared on the books to be owned by Messrs. Adolph Kuttroff, Carl Pickhardt and their chief employees.

"Leopold Cassella & Co. were represented by the Cassella Company, also a New York corporation, the stock of which appeared to be owned by its president, William J. Matheson, and its vice-president, Mr. Shaw. Hoechst operated through a New York company known as Farbwurke Hoechst, of which the stock stood in the name of its president, Herman A. Metz. Of these gentlemen Messrs. Kuttroff and Pickhardt were Germans by birth and Americans by naturalization, Messrs. Matheson and Shaw, American by birth and tradition and Mr. Metz, American by birth. \*

"An extensive investigation was instituted by my bureau of investigation under the direction of Francis P. Garvan, and as the result of a long-continued and strenuous effort it was at last shown that the ostensible ownership of the stock of these three branches was not genuine, but that each remained in fact owned by its German progenitor.

### Unfair Trade Methods

"In 1910 the first determined effort was made in this country to establish the manufacture of an important intermediate, when the Benzol Products Co. was organized by a group of men interested in the heavy chemical industry, to manufacture aniline oil on a large scale, the German hand was immediately shown. The price of aniline oil at the time of the establishment of this company averaged 11½ cents. As soon as its manufacture was fairly under way, the German exporters commenced to cut the price.

"Apparently no definite prices were made by the Germans, but they adopted the simple policy of offering any customer of the new concern supplies at less than the price he was paying. For example, one of their most important customers refused an advantageous contract at 8½ cents, stating that he had assurance from the Germans that whatever price the Benzol Products Co.

made would be met and bettered by them. Accordingly the new company struggled on, conducting its operations without profit, and only because it was supported by a group of men of exceptional determination and insight was it able to survive until the war gave it an opportunity to establish its business on a firm foundation.

"Among other examples are the following: In 1903 there were in the United States five manufacturers of salicylic acid. By 1913 three of these had failed. Of the two survivors, one was the Heyden Chemical Co., a mere branch of a German house. During the latter part of the decade referred to, salicylic acid was selling in Germany at from 26½ to 30½ cents. During the same period, the German houses were selling it in this country after paying a duty of 5 cents, at 25 cents, or from 6 to 10 cents below what they were getting at home.

#### Leading German Companies

"This determined onslaught upon the competing industries of other countries, this definite attempt to secure world monopoly naturally created a strong tendency toward combination. By the end of the nineteenth century the real manufacture of dyes on a large scale was concentrated almost exclusively in six great firms. Their growth may be illustrated by a few figures as to two of the largest. Hoechst was organized in 1863 and started with five workmen. By 1880 it employed 1,860 workmen and 57 chemists, using 1,840 horsepower. It then produced 1,750 different colors. In 1912 it employed 7,680 workmen, 374 foremen, 307 chemists and 74 engineers, and used 30,000 horsepower. The number of colors reached 11,000. The works of the Badische, which was organized in 1865, covered, in 1914, 500 acres, with a water front of a mile and a half on the Rhine. There were 100 acres of buildings, 42 miles of railway within the works, and the power plants comprised 368 engines and 472 motors; 11,000 workmen were employed and the company was capitalized at 54,000,000 marks. The establishment of Bayer was on a scale entirely comparable with these two giants of the industry. The works of Cassella and Berlin were slightly smaller, while those of Kalle were the least important of the six. Weiler-ter Meer was important largely because of its connection with the great Swiss house of the Geigy & Co. Greisheim Elektron, prior to the war had enormous works chiefly devoted to the manufacture of electrolytic chemicals and became an important factor in the dyestuff business only within recent years.

#### New Combination Formed

"The tendency toward combination, however, by no means exhausted itself in the creation of these giant enterprises. The same causes which produced the enormous concentrations of capital in other German industries in the form of cartels were also working in the chemical industry. By 1904 two such immense combinations had been formed in the dyestuff industry, each including three of the largest six houses. One of these comprised Bayer, Badische, and Berlin; the other Hoechst, Cassella, and Kalle. Indirectly, through their financial transactions with the great banks and also directly, each of these cartels was aided and guided by the Imperial Government. By pooling profits, by so arranging capitalization that each company held stock in the other companies of its own cartel, and by other familiar means, the risks incident to the enormous expansion of the business and the immense increases of export trade were minimized.

"In addition to the favorable effects of the foregoing factors, an important aid to the success of German export trade in dyes and pharmaceuticals was the advantage taken of the patent laws of the several countries. Owing to the immensely greater number of research chemists engaged in this work in Germany than in other countries, far more patentable inventions in organic chemistry were made

by the Germans than by the chemists of any other nation.

#### Patents Held in the United States

"In the United States alone they took out patents by the thousand. For example, Bayer alone accumulated in the neighborhood of 1,200 such patents which were placed in the hands of one of its subsidiary companies. The Badische had more than 1,200 such patents, while each of the other members of the cartel held patents by the score. As there was substantially no effort (with small exceptions) by any of the German concerns to manufacture in the United States, these patents were obviously obtained and held in order to prevent the formation of an American dye industry and to make impossible importation from other countries. The latter of these two purposes seems to have been the more important in the German mind.

#### Companies Investigated

Taking up individual companies A. Mitchell Palmer tells of the seizure of the Bayer Co., Inc., and the Synthetic Products Co., a subsidiary, the stock of which companies was sold at public auction, the successful bidder being the Sterling Products Co., a West Virginia corporation dealing in proprietary medicines. This company had previously agreed to dispose of the dye plant and patents, in case it secured the property to Grasselli Chemical Co., one of the largest makers of heavy chemicals in the country. The price paid was \$5,310,000, plus back taxes and other obligations of many hundred thousands more. Both purchasing companies appear, on careful investigation, to be thoroughly American.

Two other of the American branches of the six great German dye companies were also taken over at the outset. These were the Berlin Aniline Works and Kalle & Co. These companies were, however, little more than shells, each consisting almost solely of a selling organization without plant or other valuable fixed capital. The Custodian's report continues:

"Having taken over these three of the six American representatives of the German giants, my activities in this direction seemed to have been brought to a halt. The other three did not report any German ownership and on a preliminary investigation seemed to be American owned. A very careful examination of all available materials, however, sufficed to raise sufficient doubt in each case to force the company in question to offer to submit its entire books and records to our inspection, and to provide an audit at its own expense. An immensely thorough investigation was thus made possible, and in each case it has resulted in a demonstration that the stock of the branch was actually, in part at least, German owned.

#### Cassella Company's History

"In its relation to the American industry, the most important of these companies was the Cassella Color Co. This concern, the agent of Leopold Cassella & Co., G. m. b. H., was managed by W. J. Matheson and Robert A. Shaw. Both of these gentlemen are Americans by birth and tradition, but both of them had been for many years wholly or chiefly engaged in the business of marketing the products of the Cassella works. The stock stood on the books of the company in their name, and appeared to have been purchased for actual cash at par in 1913. The transcendent importance of the company was due to two facts: First, that it had apparently been absorbed by the National Aniline & Chemical Co. (Inc.), which up to the present has been by far the largest American manufacturer of dyes; and, secondly, that the headship of the new all-inclusive German cartel, including all the great companies, is vested in Mr. Carl von Weinberg, who was for many years president of Leopold Cassella & Co., and closely associated with Messrs. Matheson and Shaw. The importance of these facts was em-

phasized when the former Cassella organization became the selling department of the National Aniline & Chemical Co., and when Mr. Matheson assumed its presidency. A storm of rumor immediately arose, and it was suggested to me from every side that the National company was at least in part German owned.

#### Interest of Matheson and Shaw

"The facts, however, were found to be as follows: Prior to 1913 the majority of the stock of the Cassella Co. of New York was owned by the German house. In that year the antitrust suits above referred to convinced all parties interested that it was unsafe to allow the New York agency to continue even in part to be owned by a member of the German trust. Accordingly, the remaining stock was transferred to Messrs. Matheson and Shaw and paid for in cash. An option was, however, reserved. This was reduced to writing so far as it conferred upon the German house the right to take the stock at the book value on the death of either Matheson or Shaw. It was, however, orally agreed that the stock might be taken on the same basis at any time. In the meantime the contract between the German and American companies was so framed that the profits of the company continued to be divided as before, 57 per cent going to the German house and 43 per cent to the American house. The sale, therefore, made substantially no difference in the relative rights of the parties.

"Messrs. Matheson and Shaw gained nothing which they did not already have in the way of theoretical control of the American house. The German company retained complete practical control of the American house because it could at any moment, by withdrawing supplies, render the American business worthless. The American patents owned by the German house had been assigned to the American company. In most cases, however, reassessments had been executed, but not recorded, so that the real, though not the ostensible, ownership of the patents was in fact still vested in the Germans. The correspondence shows an understanding, the legal effect of which seems to be to continue the German ownership to the extent of 57 per cent in the American company, and I have accordingly demanded and taken over 57 per cent of the stock.

"When the dye famine began in 1914, Messrs. Matheson and Shaw determined to commence manufacturing, and for that purpose organized the Century Colors Corporation, this name being selected in order to retain the C. C. C. trade-mark of the Cassella goods. This company was organized with a capital of only \$500, and Messrs. Matheson and Shaw took all the stock. The operations of the company were financed to a considerable extent out of the funds of Cassella Co. of New York.

#### Absorbed by National Aniline

"In August, 1917, Messrs. Matheson and Shaw, desiring to dissociate themselves from the Cassella name, caused the Century Colors Corporation to purchase from the Cassella Co. all its tangible assets. On the same date the capital stock was increased from \$500 to \$200,000, Messrs. Matheson and Shaw paying in the difference. The tangible assets represented everything owned by the Cassella corporation except its patents, good will, and the contract with Leopold Cassella, G. m. b. H. for the sale and purchase of the German products. On September 11, 1917, Messrs. Matheson and Shaw sold to the National Aniline & Chemical Co. (Inc.), all of the stock of the Century Colors Corporation. Under this contract, Messrs. Matheson and Shaw agreed to subscribe for \$200,000 worth of the National company's stock and to place their own services at the disposal of the National, in return for which the National company agreed to give them 4,000 full paid shares of preferred stock and 40,000

shares of common stock, having no par value. It was also agreed that the existence of the Century Colors Corporation should be continued for at least one year. At this time, in explaining the failure to convey the Cassella company's intangible assets, Messrs. Matheson and Shaw stated in a letter to the National company that they did not feel at liberty to dispose of the Cassella company's intangible assets without first consulting the German house.

"After this sale to the National, the personnel taken over from the Cassella and Century Colors companies rapidly became increasingly important in the National organization. When Mr. Matheson assumed the presidency, the Century staff became to all intents and purposes the National's sales department. All this undoubtedly gave to the new organization a color which afforded considerable justification to the rumors of German ownership. Accordingly, the correspondence was examined with the utmost care. This correspondence, including, as it does, many of the letters which passed between Messrs. Shaw and Matheson themselves at a time when neither could have imagined that their transactions would be under investigation, shows that at the time of the sale to the National, both desired not to sacrifice their German connection, and that neither believed with any great confidence in the success of the American manufacturing industry, though they may have believed that the formation of the National company offered an opportunity for success in America not theretofore available.

#### Transfer of Cassella Patents

"In October, 1917, the Cassella Color Co., in spite of the feeling previously expressed by Messrs. Matheson & Shaw that they could not properly transfer any of its intangible assets without consulting the German house, transferred to the National company a number of important patents. This was done without regard to the existence of the unrecorded reassessments to the German house. This transfer appeared to be invalid, and these patents, together with all other patents known to be the property of the German house, have accordingly been demanded and are vested in the Alien Property Custodian.

"At the present time there appears to be no German ownership in the stock of the National Aniline & Chemical Co. (Inc.). The great majority of the stock is held by the following: Schoellkopf Aniline & Chemical Works (or its stockholders, chiefly members of the Schoellkopf family); General Chemical Co.; Barrett & Co.; Semet-Solvay Co.; W. Beckers Aniline Works; W. J. Matheson; Eugene Meyer, Jr.

"A complete working majority of the stock has been placed in the voting trust of which the trustees are as follows: Wm. H. Nichols, president of the General Chemical Co.; H. S. Handy, of the Semet-Solvay Co.; Wm. H. Childs, president of the Barrett Co.; W. J. Matheson; Eugene Meyer, Jr.

"A contract has been entered into which will result in the gradual elimination by purchase of the Beckers interest, which has been thought desirable because of Dr. Beckers German origin. The Cassella Color Co., of New York, has been partially liquidated and its stock has been reduced from \$200,000 to \$500. The taking over of 57 per cent of this stock will at least permit the elimination of the Cassella name."

*In succeeding issues of DRUG AND CHEMICAL MARKETS the Custodian's report on the American branch of the Hoechst Co., the Badische Co., Roessler & Hasslacher and other companies will appear in full.*

## Trade Comment and Gossip

Dr. Burwell, of the Western Reserve Chemical Company, Cleveland, was in New York for a few days this week.

The coke plant of the General Chemical Company at Fayette City, Pa., was destroyed by fire last week with loss estimated at \$80,000.

Harry Van Allen, formerly with Bush, Beech & Gent, has become associated with Farson, Son & Company in their unlisted department.

The Kasebier-Chatfield Company recently acquired by purchase the building at 175 Pearl Street occupied by the company for several years.

The Sierra Chemical Company, Los Angeles, Cal., manufacturers of rain water crystals, to build a factory in Chicago to supply the eastern market.

Advices from Japan are to the effect that conditions are shifting and increased orders for American products may be looked for by manufacturers soon.

The Dow Chemical Company, Midland, Mich., is starting a campaign in fruit papers through the Detroit office of Critchfield & Company, advertising agents.

The French Ministry of Agriculture has announced the prices of Alsatian potash as follows: Kainite, per net ton, 12.5 per cent  $K_2O$ , \$4.51; muriate, 50 per cent, \$2.23; manure salts, 21.1 per cent, \$9.80.

Louis Ruhl, of Roessler & Hasslacher, has been serving time on a jury. His friends in the trade say he is a natural born money-maker, his business going on as usual, while he draws the full compensation of a first-class juryman, \$2 a day.

Fire destroyed the concrete building of the Miller & Moran Chemical Works at Newark, N. J., last week, and ruined the machinery causing a loss of \$25,000. A quantity of benzoic acid was destroyed. The plant will be rebuilt. The company has offices at 154 Nassau Street, New York.

Bayard Products, Inc., has begun suit in the Supreme Court for \$7,000 against D. C. Andrews & Company, Inc., for damages, owing to the loss of 306 drums of calcium carbide which the defendant undertook to deliver to the plaintiff, but failed to carry out the contract by reason of the sinking of a barge on which the drums were being transported.

The American Trading Company, 25 Broad Street, New York, has obtained a judgment in the Supreme Court for \$28,430 against Eugene Freund, for alleged breach of contract for failure to pay for 100 tons of Japanese potato starch. The starch was delivered and it is alleged in the complaint that the consignment was sold by the General Brokerage Company, 88 Wall Street.

Exports of American dyestuffs to Australia, now barred by the latter country, increased steadily during the war period. America's share of the \$350,000 annual consumption of colors by the Australians rose from \$16,725 in 1916 to \$72,500 in 1917. The increased use of American dyestuffs in Australia encouraged manufacturers in this country to look upon that market as one of the large outlets. If other British coun-

tries do likewise the foreign market will be considerably restricted.

The Mallinckrodt Chemical Co., New York, has completed negotiations for the purchase of the five-story buildings at 15 Gold Street, and 22 and 24 Platt Street

Among the European travelers who have recently returned is Mr. Adams, president of the American Linseed Company, who reached New York on Tuesday of last week.

John H. Williams, president of the Williams-Ellis Drug company, Norfolk, Va., announces that the plant formerly owned and operated by the Schlitz Brewing Company has been leased by the company for a term of ten years. The plant will be occupied on April 1.

When the stock of the U. S. Industrial Alcohol Co. rose sharply, last week, it was reported that the company was about to close arrangements with the Chemical Foundation, Inc., for the use of German patents for the manufacture of dyestuffs on an extensive scale.

R. G. Callmeyer, manager of the sales department of Antoine Chiris Company, left last week on a business trip which will take him to Mexico City. En route he intends stopping at New Orleans, Havana and Vera Cruz. While in Mexico his address will be Hotel Iturbide, Mexico City.

Alfred F. Lichtenstein, president and treasurer of Aniline Dyes and Chemicals, Washington and Cedar Streets, New York, is making an extensive European trip, studying the business situation for his company which succeeded Geisenheimer & Co., in August, 1918. The company is the selling agent for Ault & Wiborg Co., of Cincinnati.

Fred West, chief chemist of the United States Appraiser's office at San Francisco, Cal., has been transferred to New York and made chief chemist of the United States Customs Service. Mr. West has been in charge of the San Francisco office for four years and has been connected with the chemical laboratory for eight years.

A plant has been built at Caribou, Maine, to pulverize lime rock on a large scale to be used for fertilizer in the potato fields. A smaller plant, built some time ago, is said to have given such satisfaction that the larger project was decided upon. It is claimed that natural calcium carbonate in full strength is found in the rock.

A slight fire followed an explosion in the plant of the Warner-Klipstein Co., South Charleston, W. Va., last week, says the Charleston "Gazette," which makes the following comment: "Four mixing tanks in the tetrachloride department, exploded and as a result an odor that would have made a skunk green with envy was spread all along the valley for a number of miles, and the company suffered a damage of about \$20,000."

Reports that German dyestuffs have been entering America through Switzerland were placed before the War Trade Board by a committee of members of the American Dye Institute, including some of the best known members in the industry. The information was given at the special request of the Government, and while the full extent of the information was not obtainable, it is declared that sufficient data has been gathered to prove the contention.

### SALE OF GOVERNMENT ACIDS

(*Special to DRUG AND CHEMICAL MARKETS*)

Washington, D. C., March 18.—The War Department has made arrangements under which its surplus stocks of acids will be disposed of in such a way as not to affect the market, following a meeting held in the office of the Director of Sales with representatives of the War and Navy Departments and the Chemical Alliance.

The meeting was attended by Horace Bowker, president of the Chemical Alliance; W. D. Huntington, chairman of the alliance's committee on acids; and the full membership of the committee; the Government was represented by E. C. Morse, assistant director of sales; Captain A. L. Mercer, chief of the raw materials section; Captain M. J. Connelly, office of the director of sales; Lieutenant Colonel B. C. Goss, of the Chemical Warfare Service; Lieutenant E. R. Moody, of the Ordnance Department; Lieutenants C. C. Patterson and Ray P. Dunning, of the Navy Department; and Charles Barban, of the New York District Ordnance Salvage Board.

The representatives of the director of sales furnished figures showing the approximate quantities of surplus acids held by the War Department, from which it was learned that the department now has on hand about 4,400 tons sulphuric acid; 300 tons oleum; 1,000 tons nitric acid; 2,600 mixed acid, and 700 tons spent acid.

Navy department representatives reported that they had no surplus acids for sale other than those contained in their recent advertisement on which bids have already been received.

The total amount in the hands of the Government is very small compared with the total production and consumption of the country.

### POLICE RECOVER STOLEN CODEINE

Detectives of the Narcotic Squad of the Police Department, New York City, under the direction of Police Lieutenant Henry Sherb and two Federal agents, P. E. Benson and B. H. B. Dobbs, have rounded up four men in connection with a \$12,000 theft of codeine sulphate, stolen from Powers-Weightman-Rosengarten's New York branch, 145 Front Street, which was robbed a month ago of 1,039 ounces of the narcotic.

As a result of the work of the Federal agents and Detectives Shaudel and Chiquette of Lieutenant Sherb's squad, they made the first arrests a week ago, but no publicity was given the matter until the others of the band could be captured. The Federal agents and police have long been seeking an illicit drug seller known as Charles Smith, alias Fisher. On March 6, the police say, they learned that Smith was living at 352 West Twenty-third Street. Shortly after the house was placed under observation a taxicab drove up with a man, said by the detectives to have been "Spunk Louis" Rosenberg, aged 29 who has a long police record.

When the police rushed into Smith's room they found 200 ounces of codeine sulphate spread about the bed, for which the detectives assert, Rosenberg had paid \$1,000. The men were taken into custody.

Federal Agent Dobbs was taken to the office of a truckman at 66 Harrison Street. Upstairs Joseph Roblinsky, 32 years old, opened a trunk and displayed the remainder of the codeine sulphate believed to have been taken from Powers-Weightman-Rosengarten.

The Melba Mfg. Company, Chicago, manufacturer of cosmetics, chemicals, etc., will build a three-story addition to its plant, about 66 x 66 ft., to cost \$20,000.

### Points on Export Trade

The export house that caters to the requirements of foreign buyers, occupies a unique and necessary position in the foreign and domestic field, says Charles H. Taylor, manager of the sales promotion department of Gaston, Williams & Wigmore, in the company's "Bulletin." If an American manufacturer desires to directly introduce his product in Calcutta, or Shanghai or Madrid, he cannot very well secure business without despatching a salesman to those countries.

The cost of sending a man to these points, a trip of five months' duration, would, including his salary, amount to about \$5,000. The salesman might establish a local agency and secure an initial order of ten or twenty machines from each city; then again he might fail to book any business. But assuming that he was able to do a small business in each city, would the total amount of business received justify the expense incurred? In 99 cases out of 100 it would not, says Mr. Taylor, who continues:

"It is the writer's opinion that we are now about to receive a tremendous demand for American merchandise and produce. This conclusion is based on twenty years trade observations in different parts of the world. In normal times England, France, Belgium and Germany controlled the bulk of the world's export trade. This control has temporarily passed into our hands, and our ability to retain it will depend in a large measure upon ourselves—our willingness and efficiency.

"It cannot be impressed too strongly upon the American manufacturer the fact that he must not look upon his export trade through present demand as an opportunity to exploit a temporary bonanza. This would be a very serious mistake. We should view the gradual development of this business as a means to an end—and that end—a permanently established foreign demand for his goods; this demand being built upon a foundation of dependable merchandise, low costs and stipulated deliveries, and thanks to the Exporter Middleman—sure pay. What more can he ask?"

### SECRETARY REDFIELD AT THE PAINT CLUB

William C. Redfield, Secretary of Commerce, was the principal speaker at the annual dinner of the Paint, Oil and Varnish Club of New York, at the Drug and Chemical Club, on Friday last. Secretary Redfield was introduced by S. Marshall Evans. Mr. Redfield discussed the problem of employment, and explained the object of the new Industrial Board which is to stimulate buying and give impetus to industry.

At the business meeting the following firms and companies were made members: National Aniline and Chemical Company, Mineral Refinery and Chemical Corporation, Alan Northridge & Company, F. G. Lasher & Company.

Frederick Thomas Bradbury, treasurer of the Potter Drug & Chemical Corporation, died last week at his home, 285 Commonwealth Avenue, Boston, after a three weeks illness. Mr. Bradbury traced his ancestry to Thomas Bradbury, who came to this country and settled in Salisbury in 1630, and whose wife, Mary Perkins Bradbury, was tried in Salem in 1692 for witchcraft, and who was "fortunately acquitted" as the old-time records state.

The Radio-Active Compounds Company, Hackensack, N. J., has filed notice of organization to manufacture chemicals, etc. Herbert F. Savoye, 138 Euclid Avenue, heads the company.

## The Drug and Chemical Market

### SELLERS MAKING CONCESSIONS

Manufacturers Reduce Price of Morphine—Citric Acid Firm—Trend of Prices Still Downward—Mercury Lower—Essential Oils and Crude Drugs Quiet

### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

#### Advanced

Acid citric, 2d hands, 2c lb. Cohosh, blue, 2c lb.  
Almonds, sweet, 5c lb. Cottonroot bark, 2c lb.  
Meal, 5c lb. Insect Flowers, Open, cld., 5c lb.  
Asafoetida, powd., 25c lb. Powdered, 5c lb.  
Boneset, 2c lb. Isinglass, Russ., \$2@3 lb.  
Canary seed, S.A., 6c lb. Poppy seed, 1c lb.  
Witch Hazel bark, 2c lb.

#### Declined

Acid Acetic, 28 p.c., Glac., 5c lb. Guaiac, 15c lb.  
Acid Benzoic, 10c lb. Licorice, Span., bales, 3c lb.  
Acid Pyrogallic, 10c lb. Select, 4c lb.  
Anise seed, star, 5c lb. Powdered, 2c lb.  
Aspirin, 5c lb. Mercury \$5 flask  
Bloodroot, 5c lb. Morphine, \$1 oz.  
Caffeine alkaloid, \$1 lb. Mustard Seed, Chin., yel., 5c lb.  
Cantharides, Russ., 50c lb. Oil Cassia, 2c lb.  
Chamomile flowers, Roman, 10c lb. Oil Cloves, 2c lb.  
lb. Orris, Floren., 2c lb.  
Charcoal, pd., willow, wood, 1c Sarsaparilla, Mex., 2c lb.  
lb. Saffron, Amer., 2c lb.  
Cinchona bark, brkn, quills, 5c lb. Sage, Greek stemless, 5c lb.  
Catechu, 2c lb. Spanish, 1c lb.  
Coriander Seed, Morocco, 1c lb. Senna, Tinnevelly pods, 2c lb.  
Mogador, 5c lb. Sodium benzoate, 20c lb.  
Cumin Seed, Morocco, 1c lb. Storax, true, 60c lb.  
Euphorbia Pilulifera, 1c lb. Stillingia, 1c lb.  
Ginger, Jam., unblech., 2c lb. Tragacanth, Aleppo 1st, 50c lb.  
Gum arabic, amb. sts., 2c lb. Wild Cherry Bark, 8c lb.

Little or no change has been noticeable during the past week in the general conditions which have characterized the market here for some time. Trading in drugs and chemicals on the whole has been dull with one or two bright spots. Revision of prices has been chiefly downward except where scarcity on spot or a revival of export demand has stiffened the market. Sellers seem somewhat readier to make price concessions. This is particularly true in second hands, manufacturers bringing selling pressure to bear and exerting their efforts to clear the market of outside holdings with the object of stabilizing price conditions.

#### Pharmaceutical Chemicals

Citric acid has been one of the strong features in a weak, declining market for pharmaceutical chemicals during the week. Cocoa butter is also in light supply and firmly held.

The most significant movement perhaps was in morphine, manufacturers reducing the price a dollar per ounce. Quicksilver has made its usual weekly decline of five dollars a flask. Aspirin makers are intent upon putting the price down to rock-bottom, evidently with the intention of forcing the hand of outsiders. Caffeine alkaloid is very weak and it is possible to buy at seven and a half per pound. Sodium benzoate and benzoic acid have developed a new weakness with subsequent lower prices. Russian cantharides has moved downward on new stocks and lack of demand. Sugar of milk is lower on selling competition.

Aspirin—Makers of acetylsalicylic acid seem willing to sell at \$1.25 a pound freely. This product is weak at present and it is evidently the intention of manufacturers to hold the price as low as the cost of production will permit to clean the market of second hand material.

Acid Benzoic—Lack of demand and cheaper cost of raw material have combined to bring down the price

of this product. The market for the acid is weak at \$1.30@\$1.40 a pound, U. S. P., ex toluol.

Acid Citric—Second hand holdings have been bringing a higher figure during the past week. A good demand has gone a great way in depleting outside stocks and sellers have been asking \$1.27@\$1.27½ a pound. The manufacturers' figure is unchanged at \$1.25% for crystals in barrels and \$1.26 a pound for powdered.

Caffeine Alkaloid—The bulk alkaloid is held at \$7.50@\$8.00 per pound. This is a dollar per pound lower than the figures ruling last week and is the direct outgrowth of plentiful stocks, cheaper raw material and a marked falling off in demand from the trade.

Cantharides—Russian cantharides are 50c a pound lower. Competition between the Chinese and the Russian products is held to be partly responsible. Quotations for the Russian material range between \$3.00 and \$3.25 a pound for the whole and 25c higher for the powdered. Chinese is available at \$1.00 a pound.

Isinglass—The acute scarcity of the Russian has been the cause of the price for the small available stocks being jumped sharply upward. Holders are said to be asking \$15.00 a pound for their goods. This is about three or four dollars per pound above the quotations which have been ruling for some time.

Mercury—Selling agents for quicksilver mining interests have again cut the price \$5.00 a flask, bringing the present figure to \$70.00. At the beginning of the year the price was \$115.00 a flask. Production at the present time is at a standstill but the after-war accumulations are being absorbed so slowly by the trade, that the price continues to fall rapidly. It is difficult to predict where the present downward movement will stop with the current lack of demand and inability of selling agents to move stocks.

Morphine—A general improvement in the morphine situation and a lessening of demand from the trade is reflected in manufacturers announcing a reduction of about a dollar per ounce. Although supplies of opium are not by any means free or greatly improved, the reduced demand has enabled manufacturers to catch up in deliveries and reorganize their distribution after a prolonged abnormal period. The sulphate is quoted at \$10.80 per ounce in five ounce cans, 25 ounces for one delivery. The acetate and hydrochloride are the same. Diacetyl hydrochloride is \$14.20 per ounce, while the alkaloid costs \$15.75. Ethylmorphine hydrochloride is quoted at \$16.10 and apomorphine hydrochloride at \$32.80, all in eighths, 10 ounces one delivery.

Sodium Benzoate—Cheaper cost of the acid and a falling off in demand has been responsible for the price of this product being cut 20c a pound. Quotations are made at \$1.30@\$1.40 a pound.

#### Essential Oils

Price movements among the essential oils during the past week have been very few and the market has been generally quiet. Oil of peppermint is still the feature of this group and the acute scarcity continues with prices high and well sustained. Oil of cloves and oil of cassia are noted at lower figures.

Oil of Cassia—For the 75-80 per cent product, the price is 25c lower at \$2.50@\$2.60 a pound. The lead free at \$2.75@\$2.85 and the redistilled, U. S. P. at \$3.25 a pound, represent declines of equal amount. Stocks are large and demand has fallen off for these products.

**Oil of Cloves**—This oil has again declined on large supplies available. Dealers have cut ten cents per pound from the price and now quote \$2.10@\$2.15 a pound in cans and \$2.15@\$2.20 in bottles.

**Oil of Peppermint**—The market for this material continues strong and prices are well sustained at the high levels ruling last week. It is reported to be difficult to do less than \$9.00 for natural oil in tins. The range of quotations is given at \$8.75@\$9.00. For the redistilled, U. S. P., \$9.00@\$9.50 a pound is the price and for bottles \$9.00@\$10.00 is given.

#### Crude Drugs

A number of small, relatively unimportant price reductions have been noted among the crude drugs during the week. A few prices have advanced. Trading is still reported to be of a hand to mouth order with the same indeterminate feeling pervading the market. Where there have been arrivals from North African ports prices have reflected the condition in moving downward for goods from this source. Domestic botanicals as a whole show little improvement, stocks remaining small and prices for the most part well maintained.

Whole asafetida is said to be off the market here and holders of powdered have advanced their prices. Cotton root bark, witch hazel bark and blue cohosh are higher. The advance in insect flowers and powder is said to be temporary. Bitter almonds cannot be located by shoppers in the market. Sweet almonds and meal have gone up. Canary seed, poppy seed and boneset, leaves and tops, have been advanced. Russian isinglass is still extremely scarce and sharply higher.

Spanish licorice root is down, as are sarsaparilla, Tinnevelly senna pods, Roman chamomile flowers, American saffron, bloodroot, sage and ginger. Cumin, coriander, Chinese mustard and star anise seed have gone down. Tragacanth firsts are lower. Guaiac and gum arabic have declined.

**Asafetida**—Holders of powdered asafetida here have put up the price 25c a pound and now quote limited lots at \$4.25. Supplies of the whole are said to be cleaned off the market and not offered, although a nominal price of \$4.00 is said to about represent values.

**Almonds**—Shoppers among the brokers for bitter almonds report that they are unable to locate stocks. Sweet almonds are higher at 45c@50c a pound with the meal at 50c@55c.

**Buchu**—Short buchu leaves are quoted nominally at \$3.00@\$3.25 a pound. A few small lots are still available on the market. For April arrival quotations of \$1.75 are heard.

**Chamomile Flowers**—Roman flowers are 15c a pound lower on improved supplies at 60c@70c a pound.

**Cottonroot Bark**—A good demand in the face of limited stocks has forced up the price of this material 2c a pound. At 20c@22c a pound supplies are available.

**Coriander Seed**—Unbleached Morocco seed is a cent lower at 7½c@8c per pound on new arrivals. The unbleached Mogador is down ½c a pound at 6½c@7c. The bleached is 10c a pound. At 7c@7½c Bombay seed is unchanged.

**Gum Arabic**—Amber sorts are two to three cents lower on larger stocks at 17c@18c a pound.

**Guaiac Resin**—At \$1.55@\$1.60 a pound, this product shows a reduction of 15c under last week's figures.

**Insect Flowers**—An advance, which is reported to be only temporary, has been announced for closed,

open, and powdered flowers. Open flowers are 35c@37c a pound, 5c higher. The closed have gone up a similar amount to 43c@45c. Powdered flowers and stems cost 30c@35c and flowers without stems 35c@40c a pound.

**Licorice Root**—Spanish licorice, natural, in bales is down 3c a pound owing to larger stocks and arrivals. It is selling at 21c@22c with selected root at 28c@30c a pound. Powdered is quoted at 28c@30c, 2c lower than last week.

**Sarsaparilla Root**—Mexican root is cheaper at 30c@31c a pound.

**Saffron**—American saffron has declined slightly on better stocks and is offered here at 35c@36c a pound

**Sage**—Greek stemless is down ½c to 11½c@12c a pound. The Spanish is one cent lower at 11½c@11½c. Increased arrivals have weakened this product.

**Senna**—Tinnevelly pods have been offered at a slightly lower figure. Better supplies have brought the price down to 10c@12c a pound.

**Tragacanth**—Aleppo firsts have been arriving in good quantity and the price here for spot goods has receded as a consequence. A fifty cent reduction has brought the figure to \$3.50@\$3.75 a pound. Arrivals of the cheaper grades have not begun in any degree as yet and prices are unchanged.

**Wild Cherry Bark**—Cessation of demand for large lots and improved condition of supplies have brought about a sharp drop in the figures for wild cherry. The price has gone down 8c@10c a pound and goods are now offered at 18c@25c according to quality.

#### PROHIBITS SPRAYING MACHINES

(*Special to DRUG AND CHEMICAL MARKETS*)

San Francisco, Cal., March 18.—Manufacturers of chemicals used for spraying purposes, dealers in spraying machines and horticulturists are up in arms against a measure pending in the California legislature, prohibiting the use of paint spraying machines and declaring the operation of such paint spraying machines is a menace to the health of workmen. In the list of forbidden chemicals mentioned in the bill are barytes and benzol, paris green, wood alcohol and arsenic.

Horticulturists declare that should the measure be passed it would mean a staggering blow to the fruit industry of the state. Barytes and benzol are used largely in paints and these are listed as poisons, but Prof. Dozier Finley, of the University of California, has advised the legislators that such is not strictly the case. Manufacturers see in the bill a desire on the part of painters to curb the use of spraying machines which interferes with hand work and point out the fact that the measure does not prohibit the use of "poisonous ingredients" by the old brush method. They declare that in order to disguise their motives the originators of the scheme have declared against sprays in general and have launched their plan as a health measure.

A consignment of camphor which was shipped from Liverpool, last week, on the Minnekada, may not arrive at New York for some time, owing to the action of the British Government in recalling the ship for use as a transport for troops returning to Canada.

The Mentholatum Company, Buffalo, N. Y., is having plans completed for its proposed new plant on Niagara Street, estimated to cost \$75,000.

## The Heavy Chemical Market

### CHEMICAL MANUFACTURERS HOPEFUL

**Believe Market Will Soon Be Cleared of Surplus Stocks—Domestic Consumers Buying Only In Small Lots—Export Trade More Active**

#### PRICE CHANGES IN NEW YORK

(Stocks in First Hands)

##### Advanced

No Advances

##### Declined

Acetic acid, 28 p.c., 50c, 100 lbs. Acetic acid, 70 p.c., \$1.10, 100 lbs.  
Acetic acid, 56 p.c., 75c, 100 lbs. Glacial 1c lb.

Very little animation was noticeable in the market for heavy chemicals during the week. Quiet conditions still rule and the position of the market is tame. Domestic consumers show no disposition to purchase ahead to any great extent. Dealers report many small sales to fill immediate needs of consumers, but no evidence of preparation for subsequent needs.

Manufacturers are optimistic about the future. Many are of the opinion that business will soon return to normal conditions. While many producers are holding their prices firm and give no intimation of concessions, others are willing to transact business at almost any figure in order to reduce surplus stocks.

The stocks which are controlled by the Government are not causing alarm. A good many expect large amounts will be placed upon the market at one time, causing prices to decline. It is said on good authority that the board appointed by the Government to salvage war stocks will make every effort to avoid breaking the market.

Changes in quotations were limited. The market outlook is quiet. The numerous inquiries for both domestic and export trade show an awakening tendency.

The export trade for acetic and sulphuric acids was more active during the week. The market for soda ash, bleaching powder, and caustic soda have a firmer trend, and a revival of buying interest is expected soon.

**Acids**—There were some sales recorded, especially for acetic acid and sulphuric, but consumers are inclined to purchase only for immediate needs. There has been a fair export demand for acetic. Quotations are 3½c to 4½c per pound for the 28%; 7c to 7½c per pound for the 56%; 7½c to 8½c per pound for the 70%; 14½c to 15c per pound for the glacial and \$11.52 per hundred pounds for the 80%. Sulphuric acid is very inactive as far as the domestic end is concerned, and only a fair export business is noticeable at this time. Present prices are \$11.00 to \$14.00 per ton for 60%; \$20.00 to \$22.00 per ton for the 66%; and \$22.00 to \$24.00 for the oleum. Owing to the surplus of stocks on hand, it is reported that in some quarters concessions considerably below these prices are made. Nitric and muriatic acid are exceptionally quiet, and prices remain at former figures.

**Ammonia Aqua**—The situation remains about as last reported. There is little in the way of active trading, and supplies are more than adequate to take care of the demand. Prices remain at the same figure, although concessions are made by second hands.

**Bleaching Powder**—This material has had a fair call from consumers. Supplies are still large, but less ma-

terial is reported in the hands of dealers. While quotations are now steady at \$2 per 100 pounds, concessions as low as \$1.25 are heard.

**Barbicarbonate of Soda**—This commodity has not had much call from consumers. Producers report very little business, but expect a larger volume of business, owing to the numerous inquiries received of late. Export demand is fairly active, although no large transactions are reported. Quotations remain about the same.

**Carbon Tetrachloride**—The leading producers of this material report that the demand is very light, and further price concessions may be announced in the near future to stimulate buying interest. The majority of sales are for small lots and quotations range from 14c to 15c per pound.

**Copper Sulphate**—It appears that recent price concessions for this material stimulated the market to a considerable degree. Producers report a good volume of business at this time. Quotations for the 98-99% are \$7.35 per 100 pounds.

**Caustic Potash**—Reports indicate a regular amount of business, but no very large orders from consumers. Producers look forward to a greater volume of business, owing to numerous recent inquiries. The 88-92 variety is quoted at 55c per pound.

**Caustic Soda**—Trading in this product is active, although the business recorded is not of large proportions. Some dealers have large quantities on hand. Producers maintain their quotations. The 76 per cent material in bags is quoted at \$3.00 to \$3.25 per 100 pounds. Ground caustic soda is on the decline, and is quoted at \$4.00 per 100 pounds spot market; \$2.75 per 100 pounds is the price for the 60 per cent.

**Sal Soda**—The market for this commodity has been of apparent steadiness during the week. A fair volume of business is passing into the hands of consumers. The export trade shows more activity and is somewhat firmer than last reported.

**Soda Ash**—The volume of business among dealers in this product was noticeable during the week. Business on a larger scale is looked for in the near future, and an advance in quotations may be expected at any time. Prices remain at practically the same level; 58% in 100 lb. bags is quoted at \$1.50; and \$1.80 is quoted on ash barrels.

**Sal Ammoniac**—The activity of this substance has not been marked. Very little activity is apparent and offerings are attracting very little business.

**Sulphur Dioxide**—A very good demand is noted for this material, and a fair volume of business is being transacted. Quotations remain steady at 11c per pound.

The Durex Chemical Company has brought suit in the Supreme Court against the Port Morris Chemical Works, Inc., to recover \$14,397 damages for failure of the defendant to make certain deliveries of sodium sulphite crystals. The Port Morris company denies the allegations in the complaint.

R. R. Hornor, of the U. S. Bureau of Mines, reports sales of 66 degree sulphuric acid in eastern markets at \$20 per ton, and by-product acid from zinc plants at \$10 per ton.

## USES OF LACTIC ACID

Lactic acid is used in the manufacture of every grade of leather, from the lamb skin for glove leather to the heavy steer hide for sole and belting, in the process known as "Bating." In the operation of "bating" the hides, as they come to the tanner, says Stanley F. Withe in the "Du Pont Magazine" they are covered with hair, which must be removed before they can be made into leather. The hides are soaked for several days in a solution of lime, which separates the fibres and loosens the hair so that it can be removed without difficulty. In order to remove the lime from the hide, an operation requiring great care takes place, for if any lime remains when the leather is dried, dark spots appear, which soon become brittle and lessen the value as well as the usefulness of the finished leather. The process by which the lime is removed is called "bating."

Lactic acid also plays an important part in the "plumping" of leather. It is desirable that certain leathers shall be as thick and heavy as possible, and, where tanning extracts are used, it is necessary to add an acid to the solution to secure this result. Lactic acid has proved to be the most serviceable agent for this purpose, since it produces the thickest and heaviest leather without causing brittleness or harshness. It also accelerates the absorption of tannic acid, which makes possible a more thorough tanning. On leather that is to be colored, lactic acid is used by the tanner to remove all dirt, stains, rust and other blemishes.

Many large woolen mills in this country use lactic acid exclusively to oxidize chromic acid, a mordant for dye-stuffs. The use of this acid has none of the disturbing effects on the dyes that result from the use of other acids, and the process of oxidation takes place more thoroughly and quickly than with any other acid.

## HEYDEN CHEMICAL WORKS OFFERED AGAIN

Notice has been given by the Alien Property Custodian that the entire outstanding capital stock of the Heyden Chemical Works will be offered for sale at public auction at the plant of the company, Garfield, N. J., at 3. P. M., on March 27th. This includes 747 shares of the company's stock with a par value of \$2.00 per share.

At the last public sale of this property on February 14th, McKesson & Robbins and the Monsanto Chemical Works were the only bidders. Monsanto's bid of \$605,000 was far below the figure of \$750,000 which had been set as a minimum by the Advisory Board of the custodian's office. The bid which was the highest one received on the property, was taken under advisement by the Advisory Board. From the announcement that another public sale is to be held, it is surmised that the original bid has been rejected by the Board.

Bernard Armour, president of the American Aniline Products Company, New York, has been indicted by the Rockland County Grand Jury as a result of the recent explosion that wrecked the company's plant in Nyack, killing three. Mr. Armour pleaded not guilty at New City. Mr. Armour and his company were indicted for violating the laws governing the use and storing of explosives. The plant was destroyed by an explosion said to have been caused in mixing of chemicals.

Theodore Ricksecker, retired president of the Theodore Ricksecker Perfume Manufacturing Company died this week at his home, 61 South Burnett Street, East Orange, N. J. Mr. Ricksecker, who was seventy-three years old, was one of the founders of the Perfumers' Association of America.

## Financial Notes

The United Drug Co. has declared a regular quarterly dividend of 134 per cent on the common stock, payable April 1 to holders of record March 20. This places the issue on a 7 per cent per annum basis. Last year four quarterly payments of 134 per cent and one extra distribution of 1 per cent was made. The regular quarterly dividend of 134 per cent on the first preferred stock was declared, payable May 1 to holders of record April 15 and quarterly dividend of 132 per cent on the second preferred payable June 2 to holders of record May 15.

An outstanding feature of the trading in the Stock Exchange on Thursday, March 13, was the activity displayed by United States Industrial Alcohol shares, which, after a day of heavy transactions in the course of which the high price of 1411/2 was reached, closed at 1403/4, the net gain being 133/4 points. In some quarters the advance was attributed to a report that the company had found a broad market for a recently perfected product of low manufacturing cost. In other quarters the rise was attributed to the comparatively small floating supply of the stock and an exceptional demand. More than 63,000 shares changed hands in the course of the day.

In the annual report of the Atlas Powder Company for 1918, powder sales of \$35,766,619 were shown. This represents an increase of \$8,278,988 more than for the preceding year. Reserves amounting to \$2,680,000 were set aside to provide against loss from bad debts, accidents at plants and depreciation. The net profits were \$2,262,293, which, after allowing for preferred dividend requirements of \$540,200, were equal to \$34.42 a share on the \$5,002,400 common stock, compared with \$51.25 a share earned in 1917. Holders of the common stock shared dividends aggregating \$1,505,504, or \$250,112 less than was paid the year before. Profit and loss surplus to December 31 was placed at \$4,769,190.

The American Agricultural Chemical Co. has declared a quarterly dividend of 2 per cent payable April 15, to stockholders of record March 24, and a dividend of 13/4 per cent on the preferred stock payable April 15.

The National Licorice Co. has declared a quarterly dividend of 13/4 per cent on the preferred stock payable March 31 to stockholders of record March 24.

Swan & Finch Co. has declared a dividend of 21/2 per cent payable May 1 to stockholders of record April 1.

## QUOTATIONS ON CHEMICAL STOCKS

	Bid	Asked	Bid	Asked
* Am. Ag. Ch. ....	107 1/2	108	H'k Electro. ....	70
* Am. Ag. Ch. ....	101 1/2	103	H'k Elec. pf. ....	70
Am. Chicle ....	76	78	* Int. Agricul. ....	17
Am. Chicle, pf. ....	74	77	* Int. Agricul. pf. ....	64
* Am. Cot. Oil. ....	48 1/2	49	Int. Salt ....	40
* Am. Cot. Oil. pf. ....	88	91	K. Solvay ....	110
Am. Cyan. ....	25	35	* Mathieson Alk. ....	30
Am. Cy. pf. ....	67	75	Merrimac ....	90
* Am. Druggists S. ....	13	13 1/2	Mulford Co. ....	55
* Am. Linseed. ....	47	47 1/2	Mutual Co. ....	150
* Am. Linseed. ....	87 1/2	89 1/2	Niag. A. pf. ....	87
* Am. Malt ....	1	1 1/2	Nat. A. & C. ....	25
* Barrett Co. ....	123 1/2	124	N't A. & C. pf. ....	83
* Barrett Co., pf. ....	114	118	Penn. Salt ....	84
By. Prod. Co. ....	104	108	Rollin Ch. ....	40
Casein Co. ....	40	..	Rol. Ch. pf. ....	20
Davison Chem. ....	38	38	Semet S. ....	135
* Distillers' Secur. ....	63	64	Solv. Proc. ....	270
Dow Chem. ....	200	200	Stand. Ch. ....	70
Dow Ch. pf. ....	92	96	Tenn. C. & Chem. ....	13
Fed. Chem. ....	99	99	*Un. Drug. ....	101
Fed. Ch. pf. ....	98	101	*Un. Drug 1st pf. ....	53
Free Tx. nw. ....	43 1/2	44 1/2	*Un. Drug 2nd pf. ....	97
*Gen. Chem. ....	175	185	*Un. Dyewood ....	50
*Gen. Chem. pf. ....	103	107	*Un. Dyewood, pf. ....	90
Grasselli. ....	167	172	*U. S. Indus. Alco. ....	139
Grasselli, pf. ....	102	104	*Va.-Car. Chem. ....	59
			*Va.-Car. Ch. pf. ....	114

## BONDS

	Bid	Asked
*Am. Agricul. Chem., 1st conv. 5s, 1928.....	100 1/2	101 1/2
*Am. Agricul. Chem., conv. deb. 5s, 1924.....	107	108
*Am. Cotton Oil deb. 5s, 1931.....	88	89
*Int. Agricul. Chem., 1st Mort. & Col. tr. 5s, 1932.....	79 1/2	80
*Va. Carolina Chem., 1st Mort. 5s, 1923.....	95 1/2	96
*Va. Carolina Chem., conv. deb. 6s, 1924.....	100 1/2	102

\*Listed on New York Stock Exchange

## \$150,000 TONS OF NITRATE RELEASED

Release of 150,000 tons of nitrate of soda by the War Department to the Department of Agriculture for use as fertilizer is announced. The nitrate was purchased for making high explosive shells. The Bureau of Markets announced that an effort would be made to distribute 100,000 tons this month from eighteen cities in which the nitrate is stored, many urgent orders having been received because of the mild weather.

## The Color and Dyestuff Market

### DEMAND FOR DYES IMPROVING

Large Orders Expected Soon From the Textile Industry—British and Swiss Colors Coming Here—Export Trade Light and Competition Increasing

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

##### Advanced

Methyl Violet, 50c lb. Myrobalans, \$12.50 per ton

Mangrove, 55 p.c. Tan, 1c lb.

##### Declined

Albumen, domestic, 5c lb. Methylene blue, tech., 25c lb.  
Benzol, C.P., 2c lb. Gambier cubes, Singapore, 6c lb.  
Benzol, (90 p.c.) 2 15. Gambier, common, 8 1/2c lb.  
Cresol, U.S.P., 1c lb. Indigo, 20 p.c. paste, 35c lb.  
Divi Divi, \$5 per ton Sumac Sicily, 27 p.c., \$10 ton

No material change in the aniline dye market was noted during the week. While the demand is better, trading is not, at present, on an even basis, and although larger than for some time, the quantities involved, still show that the consumer is operating only within the scope of his requirements.

An increase of inquiries from textile manufacturers, indicates that they will be large operators in the near future. With the textile production improving, each week, and labor troubles less tense, it is anticipated that a very marked improvement will be noted when the inquiries materialize.

When the surplus war stocks held by the Government are disposed of by the Salvage Board it is expected business will gradually return to normal, and the market will present a much firmer appearance. While the actual domestic business as a whole has been confined to small lots, the general pitch of the market indicates that the return of large sales is inevitable in the near future. Prices remain about the same and depend to a great extent on the producers, who for the most part are inclined to hold firm, as they do not believe reduction of quotations would stimulate the buyer to any great extent. A few are making concessions below the cost of manufacture, owing to the fact that they are obliged to obtain funds or close down.

The export trade is of limited character and it is reported that American dye manufacturers will experience keen competition in the foreign markets, as Italy, France, Switzerland, and England are competitors.

Reports that the manufacturers of dyes in England were endeavoring to invade American markets, did not disturb the leading producers in this country. Although small shipments of direct green and auramine were imported at a low figure, it is very doubtful whether England will be able to establish a market here, owing to the tremendous headway which the American manufacturer has made, and without doubt the tariff will help to eliminate foreign competition.

#### Dye Bases and Dyewoods

**Albumen**—The demand for the substance is heavier and there is not sufficient material offered to meet the requirements. Stocks of the different varieties are limited to such an extent that prices are advancing. The Chinese variety is quoted at \$1.80 to \$1.90 per pound. Future prices depend on whether the new imports are free of zinc. Imported blood is not available and the domestic is quoted at 70c to 80c per pound.

**Annatto**—Trading in this commodity is limited, and there is practically little or no demand for either grade at the present time. Supplies are fairly easy to obtain, and a renewal of buying interest is hoped. For the seed in cans quotations are 8 1/2c to 11c per pound. In rolls the price is 33c to 34c per pound.

**Cochineal**—The demand is light and surplus stocks are piling up from day to day. Although the quotations in this material range from 75c to 90c per pound, no reasonable offer would be refused by holders.

**Divi Divi**—Supplies of this commodity are hard to obtain. Prices are high and are receiving very little attention from buyers. Quotations range from \$70 to \$75 per ton.

**Fustic**—The situation regarding the sticks is unchanged, and the demand being limited, supplies are far in excess of the demand. Quotations are unchanged at \$42 to \$48 per ton. The extract is steady with prices from 13c@14c for the 42 degree; 100 per cent crystals are 28c@30c and the solid 25c@30c per pound.

**Sumac**—This item has figured to some extent during the week. Although the demand has not proved extraordinary, a good volume of business was transacted. The Sicily grade was quoted at \$115@\$125 per ton, and the Virginia at \$75@\$85.

#### Coal-Tar Crudes

**Benzol**—This product is still inactive. Supplies are more than sufficient to meet market needs. A decline in price is noted and both the C. P. and 90 per cent can be bought at a lower figure. The quotations are 18c to 22c per gallon for the C. P., and 18c to 22c for 90 p. c., showing a decline of 2 cents per pound.

**Naphthalene**—There has been practically no change in the situation. Trading is restricted mostly to the dealers, who are inclined to make concessions from producers' prices. Quotations range from 8 1/2c to 9 1/2c per pound for the flake variety, while the ball is quoted at 10 1/2c to 11 1/2c.

**Phenol**—This product is still in very little demand, and there is practically no activity in the market. The stocks are large and dealers are willing to make concessions. Producers are still holding firm for the most part at 8c to 10c per pound.

**Toluol**—This product has figured to some extent in transactions for the past week. Quotations range from 25c to 35c per gallon for the pure and from 22c to 26c for the commercial.

**Xylo**—There is practically no demand and very little interest shown in this product. Producers are holding firm and give no intimations of making concessions. Buyers for the most part are awaiting a decline from the present quotations, which are 40c to 45c per gallon, best grade.

**Solvent Naphtha**—The market for solvent naphtha is exceedingly quiet. Buyers are inclined to wait for a drop in prices, which are now steady at 20c to 25c per gallon.

#### Intermediates

**Aniline Oil**—Quotations have not changed among the leading producers of this material. There is a fairly good demand from both domestic and foreign sources, and a stronger demand is expected soon. Quotations remain at 24c per pound, drums extra.

**Aniline Salt**—This material is fairly active and the demand steady. A good volume of business is passing to consumers from day to day. The market is in good shape, and no price concessions are expected. Quotations are 35c per pound.

**Benzidine**—Light activity is shown in trading, and stocks are being turned out in fairly large quantities by producers. Prices remain about the same as last reported, \$1.00 to \$1.10 for the sulphate and \$1.30 to \$1.40 per pound for the base variety.

**Beta Naphthol**—The market for this item is somewhat firmer. A fair demand is noted for the technical which is quoted at 55c per pound, while the sublimed is still held at 75c to 85c per pound.

**Para Nitrotoluol**—The demand for this product is fair and in excess of the present supply, and a scarcity noticeable in many quarters. Quotations remain unchanged at \$1.50 to \$1.55 per pound.

**O-Toluidine**—A good volume of business has been transacted in this commodity for the past week. Although the demand is not exceedingly heavy the outlook is better. From 45c to 50c per pound is the prevailing price.

**Diethylaniline**—No great activity is displayed for this commodity. While the demand is steady, the majority of sales are confined to small lots for immediate needs. Leading producers are quoting \$2.50 per pound.

#### DYES IMPORTED FROM GERMANY

When submitting evidence to the War Trade Board that the German dyes are being imported into the United States, already, by way of Switzerland, and requesting an investigation of the methods and firm engaged in the business, a committee of the American Dyes Institute outlined dangers which may result from the formation of the proposed new Rhenish republic. It is the belief of these men that, owing to the location of the great German dye firms near the Rhine, their products would find an easy market in America through the frontiers of the Rhenish republic, with a disastrous effect on the American dye industry. The committee asked the War Trade Board to prevent such a catastrophe, through its representation at the peace conference.

Among the experts who appeared in Washington were Dr. J. Merritt Matthews, of the American Dyes Institute; August Merz, of the Ultramarine Co.; W. T. Miller, of the National Aniline & Chemical Co., Inc.; M. R. Poucher, of E. I. du Pont de Nemours & Co.; F. M. Fargo, of the Calco Chemical Co., and Joseph H. Choate, counsel for the Chemical Foundation, Inc.

#### AMERICAN DYES FOR AUSTRALIA

Ernest Hall, official representative in New York of the Commonwealth of Australia, says:

"Referring to the recent prohibition of the importation of dyes into Australia, I beg to inform you that advice has been received to the effect that any dyes at present on the water, or which will be actually shipped from the country of export before June 1 next, in execution of orders placed prior to February 26 last, will be admitted."

A. W. Ferrin, commercial attache at Melbourne, cabled the Department of Commerce that the report that Australia had prohibited importation of all except British products was incorrect. The report resulted, he said, from confusing an order of the Australian government limiting the importations of dyestuffs.

#### JANUARY EXPORTS OF DYESTUFFS

(*Special to DRUG AND CHEMICAL MARKETS*)

Washington, D. C., March 18—That the United States has built up a sturdy trade in dyes during the war is evidenced by figures secured from the Department of Commerce, which show that our exports of dyes and dyestuffs during the month of January totaled more than two million dollars and went to 52 different countries. More than half of the total exports were of aniline dyes, as shown by the following table:

	Aniline Dyes	Logwood Extract	All other Dyes and Dyestuffs
	Dollars	Dollars	Dollars
Denmark	238	...	...
France	2,247	66,455	67,036
Greece	19,075	3,000	9,393
Iceland	...	...	320
Italy	15,901	13,342	42,587
Norway	90	1,300	4,400
Portugal	43,031	2,004	26,007
Spain	6,682	4,604	2,538
Sweden	...	7,281	...
England	137,248	20,670	52,669
Canada	81,781	4,997	48,690
Costa Rica	211	...	375
Panama	115	...	3,389
Mexico	57,542	1,565	42,311
Cuba	4,640	7	4,384
Dominican Republic	855	...	30
Argentina	75,756	2,845	37,801
Bolivia	7,383	...	17
Brazil	182,959	5,041	104,273
Chile	8,006	13	500
Colombia	4,725	189	2,142
Ecuador	4,002	15	82
British Guiana	...	...	1,825
Peru	14,583	337	2,572
Uruguay	14,151	240	7,049
Venezuela	770	60	225
China	198,985	192	50,626
British India	40,804	...	4,075
Dutch East Indies	11,247	3	1,797
Hongkong	25,890	...	4,475
Japan	403,390	19,900	197,070
Australia	29,177	3,012	13,665
New Zealand	225	...	900
Philippine Islands	3,136	274	17,533
British South Africa	8,971	...	597

#### FOREIGN TRADE IN ANILINE DYES

The imports and exports of aniline dyes during 1918 are shown in the following tables:

	Imports		Exports
	Aniline Dyes	Indigo	Aniline Dyes
January, lbs.	112,435	...	...
February, lbs.	\$133,883	\$64,875	\$893,760
March, lbs.	\$160,489	\$87,616	\$441,704
April, lbs.	\$161,134	...	\$552,285
May, lbs.	43,827	...	...
June, lbs.	\$240,541	\$22,431	\$453,326
July, lbs.	22,471	...	...
August, lbs.	\$161,409	381	...
September, lbs.	\$163,027	\$11,500	\$626,204
October, lbs.	202,121	...	...
November, lbs.	\$242,216	\$103,454	\$828,801
December, lbs.	39,700	...	...
Total value.	\$211,721	\$20,324	\$753,236
1917	161,409	381	...
1916	\$204,645	\$497	\$695,472
1915	217,939	2,189	...
1914	\$331,407	\$3,222	\$528,207
	144,103	6,436	...
	\$179,956	\$5,090	\$814,888
	233,849	56,217	...
	\$317,272	\$23,393	\$1,377,623
	74,796	176,875	...
	\$122,968	\$73,606	\$664,105
	\$2,469,439	\$416,008	\$8,629,611

\*Covers last six months only.

Imports of dyes during the last five years have been from the following countries:

	1918	1917	1916
Germany	\$1,762,688	\$4,497	\$463,175
Switzerland	562,044	1,924,601	1,623,772
United Kingdom	...	573,340	464,528
Other countries	144,707	248,270	1,868,672
	1915	1914	1914
Germany	\$2,229,633	\$5,045,191	...
Switzerland	699,353	1,007,878	...
United Kingdom	149,339	215,217	...
Other countries	318,269	576,874	...

## The Foreign Markets

### AMERICAN GOODS LONG DELAYED

London Buyers Just Now Receiving Consignments Ordered in June Last—Licenses for Exporting Opium Still Held Up—Prices Continue to Decline

(Special Cable to DRUG & CHEMICAL MARKETS)

London, March 18.—Trade is quiet with here and there fairly important transactions passing. Buyers, however, for the most part are hanging back. The majority of price changes are in the direction of lower values, and it is not to be expected that our export trade will improve until a general clearance is made of the many restricting influences at work under Government control. As an example many important export orders for opium have been in this market for nearly two months and yet the necessary licenses have not been granted.

The liberation of bromine and carbolic acid on your markets has in sympathy been followed here by drastic reductions in bromides and salicylates. Orders placed with your manufacturers as far back as June last and constantly held up for want of steamer space are now being freely executed and shipped with disastrous results to our buyers, who, in waiving their right to cancel the transactions in view of the inordinate delay, now find themselves saddled with shipments at high freight rates without any redress by way of price concession on the part of the manufacturers.

Refined camphor's advance is reflected in the price of English flowers which are now quoted sixpence higher, at 8s 6d. Japanese slabs are 9s.

There is a firmer tone in bromides, Japanese oil of peppermint, oil of eucalyptus, menthol and ipecac.

Prices are easier for amidopyrin, cream tartar, sandalwood oil, and lemon oil.

The market is lower for the salicylates, formaldehyde, borax and preparations, and potassium chlorate.

### OWNER OF SYNTHETIC CAMPHOR PATENTS

(Special Cable to DRUG & CHEMICAL MARKETS)

London, March 18.—It may be interesting to remind the trade on your side that the principal American patents standing in the names of German firms for the production of synthetic camphor were transferred years before the war to a British company so that they are not available for avoidance or forced sale as would appear to be the case from announcements recently made in the New York trade journals.

Important arrangements were approaching completion for working these patents in the United States just previous to the war when negotiations were cut short. In the interval Japan has successfully exploited the situation by tightening the grip of its monopoly.

### DEMAND FOR SODA ASH IN JAPAN

A. E. Bryan, Canadian Trade Commissioner, Yokohama, reports that there is a great demand in Japan for soda ash and caustic soda. During the last three years many new concerns have been established in Japan which use large quantities of this material, in the process of manufacture. Up to the present one large English firm has been supplying the greater part of the demand. One of the most important British importing houses in Yokohama is in the market for some 5,000 tons of soda ash this year.

### GERMAN CHEMICAL AND DYE TRADE

Friedrich Bayer & Co., Leverkusen, Germany, issued a statement to stockholders, recently, in which they complain of the demands of labor for shorter hours and higher wages, saying in part:

"The expenditure on wages and salaries has recently exceeded the receipts to such an extent that the works were existing on their reserves, which in the end would be exhausted. It is obvious that, with the present high scale of wages, the diminished output, and, above all, with the enormous expense of all kinds, the works will not be able permanently to compete in the world's markets. Since unemployment is increasing on all sides, it is necessary to anticipate a speedy fall in wages. That would not, per se, be injurious to the workers, since, at the same time, all kinds of daily requirements will become correspondingly cheaper."

The industries which have been established in foreign countries cannot be entirely ignored. The directors, however, have confidence in the economic labors of German chemistry and are sure that it will open up new fields, as it has already done during the war. When it is remembered that the company exported 80 per cent of its entire productions in peace-time it is of extraordinary importance that it should remain capable of competing in foreign countries.

"It is to be feared, moreover, that foreign countries, especially America, will retain the high customs walls erected in war-time. The company, accordingly, some years ago established factories abroad. It is impossible to say whether the company will regain these factories, taken from it in England, Russia, France and America. It is also impossible to say whether the foreign business of peace-time, amounting to 80 per cent, can be commercially and technically reconstructed."

### DRUG TRADE IN SOUTH AFRICA

The scarcity of bottles in the drug trade in South Africa has been a source of great anxiety, and the absence of a bottle factory, working on a commercial scale, is greatly deplored by all concerned.

Some months back the Imperial authorities placed an embargo on quinine, which created a break in supplies, but this has since been made good by direct importation from Java. Recent cable information from the Dutch East Indies stated that the export of quinine was to be prohibited, but it is pleasing to place on record that supplies are still coming forward.

Glauber and Epsom salts, of a good grade, are now being made in the Union; sulphuric acid, hydrochloric acid and nitric acid, both pure and commercial, are being produced on a large scale, and nut oil of a high grade is also being produced, and has replaced the imported article.

### TRADE CONDITIONS IN VENEZUELA

The restrictions issued by the belligerent nations have had considerable influence on trade in the Maracaibo district of Venezuela. Both imports and exports decreased appreciably and many firms practically ceased to exist. On the other hand, home industries have been fostered, and the only branch that is seriously affected by war conditions is the manufacture of soda water, which has temporarily been suspended, owing to lack of the necessary ingredients. Among the exports are fish lime, quinine, copaiba, cocoanut-oil starch, rubber, mangrove bark, and divi divi.

**MENTHOL PRICES IN JAPAN**

Menthol crystals were quoted in Japan, in December, at 15.50 yen (\$7.73) per kin (1.32 pounds) while peppermint oil was offered at 3.50 yen (\$1.74) per kin. Compared with the lowest prices reached last summer these quotations are almost double, and the principal cause is to be found in the fact that this year's crop of peppermint was very bad, and, therefore, the supply of menthol and peppermint in the market is short.

As to the prospect after the restoration of peace, it is held by leading merchants handling these goods that though the ruling prices are high, compared with the highest record before the war, they are still low. In 1913 menthol crystals reached 18 yen (\$8.97) per kin and peppermint oil 4.50 yen (\$2.24) per kin. The Japan "Advertiser" says:

"When the market declined hopelessly in the early part of 1918, crystals were quoted at \$2.50 and oil at \$0.90 per kin but now that peace has come holders will not sell their small stock at low figures. It is expected that the market will soon improve."

**AMERICAN NOW LAWYER IN BRAZIL**

Richard P. Momsen, acting American Consul-General at Rio de Janeiro, Brazil, has resigned and will practice law at Rio. He successfully completed all of the required courses in the official Law Faculty and passed the examinations in the Portuguese language.

Dr. Momsen holds law degrees from the George Washington University, Washington, D. C., and the Faculty of Juridical and Social Sciences of Rio de Janeiro. He intends to specialize in corporation, commercial, maritime and administrative law, and has established an organization for registering patents and trademarks. Graduates of American universities will compose the technical staff for handling patent cases.

Associated with Dr. Momsen will be several Brazilian attorneys of repute, among them, Dr. Pedro Americo Werneck, a graduate of law from Pennsylvania University; Dr. Nina Ribeiro, whose professional career in the Brazilian courts extends over a period of 25 years; and Dr. Edmundo Miranda Jordao, Secretary of the Brazilian Bar Association.

**SWITZERLAND'S DYE INDUSTRY**

During the war there was a transformation in the import trade of Switzerland in aniline and aniline compounds for the dye industry of that country. These products were imported from Germany and Austria prior to the outbreak of the war to the value of 3,274,000 francs (\$631,882), but their importation had practically ceased by 1917. Nearly all the finished dye manufactures of Switzerland went exclusively to the countries of the allies, and the consequence of this has been that England and the United States have been compelled to supply the necessary intermediary products for Swiss dyestuffs. In 1917 the import of products for dyeing increased to a value of 5,671,000 francs (\$1,094,503), the imports from the United States totaling 3,766,000 francs (\$726,838). It is impossible to state whether the monopoly of the German industry for the supply of iron and aniline compounds will return after the war or whether the connection now existing with the English and American furnishers of these products will continue.

Just before the outbreak of the war German synthetic indigo was imported into China to the extent of 10,000,000 taels a year (\$10,000,000 gold at present exchange), in addition to about three or four million dollars' worth of German aniline dyes.

**Japan Replies to Opium Charge**

The Japanese Foreign Office has cabled to Consul-General Yada in New York a reply to the charges made by the "North China Daily News" and foreign language newspapers in the Far East that Japan surreptitiously is officially encouraging the opium trade in China. The reply says in part:

"Of late, denunciation against the Japanese in connection with deals in opium, cocaine and morphine in China has become more and more persistent. Some of the critics have gone so far as to spread the report that our postoffice and the imperial army are protecting illegal practices in connection with drugs. These reports have been especially manufactured with no other object in view than to wreck the friendly relations between China and Japan."

"The imperial government proposed to the Chinese government that it would recognize the general and complete prohibitory measures against importation of opium, morphine and cocaine into China if the Chinese government would enact regulations and rules along the line of the regulatory rules now in force. Our government proposed this in 1913, based on the principle of the prohibition of importation of opium into China. The Chinese government did not make a reply of any kind whatever."

"The imperial government, with the rest of the interested powers, recognizes and respects the regulations of the Chinese government in connection with the importation of morphine, cocaine, etc., which it established in 1909. At the same time our government issued instructions to our consulates in China to forbid Japanese subjects, in the most rigorous manner, to have anything whatever to do in importing, receiving, holding, or dealing in such articles, and to mete out proper punishment to violators."

**ENGLAND'S SULPHURIC ACID OUTUT**

From the report of a departmental committee appointed by the Minister of Munitions in England, to consider the post-war position of the sulphuric acid and fertilizer trades, it is estimated that the post-war production gives a gross surplus over the pre-war production of 653,000 tons 100 per cent acid, or 979,000 tons chamber acid per annum. This estimate is based on the assumption that no scrapping of plant takes place.

The committee looks to the increase in the use of artificial fertilizers to absorb a large portion of the surplus, says the London "Chemist and Druggist." The British dye industry absorbs 30,000 tons of sulphuric acid per annum, but the committee does not regard this industry (although the consumption of acid may undergo considerable expansion) as likely to be an important factor in the relief of the surplus or redundant stocks.

Prior to the war the consumption of 100 per cent sulphuric acid was taken up chiefly in the manufacture of superphosphates (300,000 tons), ammonia sulphate (280,000 tons), bleaching powder, alkalies, (186,000 tons), iron pickling (70,000 tons), copper sulphate (25,000 tons), practically another 100,000 tons being absorbed by various industries. At present these industries are not capable of absorbing the whole of the possible output, and it is suggested that a National Association of Sulphuric Acid Manufacturers should be formed to cooperate in the solution of the problems to be faced—i. e., to deal with the surplus of producing-plant corresponding at least to 350,000 tons 100 per cent acid per annum.

# Prices Current of Drugs & Chemicals, Heavy Chemicals & Dyestuffs in Original Packages

**NOTICE**—The prices herein quoted are for large lots in Original Packages as usually Purchased by Manufacturers and Jobbers.

In view of the scarcity of some items subscribers are advised that quotations on such articles are merely nominal, and not always an indication that supplies are to be had at the prices named.

## Drugs and Chemicals

Acetanilid, C.P., bbls., blk.	.45	.49
Acetone	.16	.16
Acetphenetidin	2.50	2.60
*Aconitine, 1/2 oz. vials	—	—
Agar, Agar, See Isinglass.		
No. 1	—	—
No. 2	.88	.90
No. 3	.80	.82
Alcohol 180 proof	—	—
190 proof, U.S.P.	—	—
Cologne Spirit, 190 proof	—	—
Wood, ref. 95 p.c.	1.28	1.30
97 p.c.	1.31	1.33
Denatured, 180 proof	.39	.42
188 proof	.42	.44
Aldehyde	1.25	1.45
*Almonds, bitter	.50	.55
Sweet	.45	.50
Meal	.50	.55
Aloin, U.S.P. powd.	.99	1.03
Aluminum (see Heavy Chemicals)	—	—
Ambregris, black	—	—
Grey	—	—
Ammonium, Acetate, cryst.	.80	.85
Benzozate, cryst. U.S.P.	—	—
Bichromate, C. P.	—	—
Bromide, gran., bulk	.55	.56
Carb. Dom. U.S. kegs, powd.	.13	.14
Citrate, U.S.P.	—	—
Green scales, U.S.P.	—	.37
Hypophosphite	—	—
Iodide	—	—
Molybdate, Pure	—	—
Muriate, C. P.	—	—
Nitrate, cryst. C. P.	.25	.26
Gran.	—	.54
Oxalate, Pure	—	—
Persulphate	—	—
Phosphate (Dibasic)	.50	.60
Salicylate	1.25	1.35
Amyl Acetate, bulk, drums, gal.	3.80	4.10
Antimony Chlor. (Sol. butter of Antimony)	.18	.20
Needle powder	—	—
Sulphate, 16-17 per cent free sulphur	.35	.74
Antipyrine, bulk	19.50	21.00
Apomorphine Hydrochloride, oz.	—	—
Areca Nuts	.38	.40
Powdered	.44	.45
Argols	.08	.12
Arsenic, red	.40	.42
White	.09	.10
Aspirin	—	—
White	—	—
Atropine, Alk. U.S.P., 1-oz. v. oz.	—	—
Sulphate, U.S.P., 1-oz. v. oz.	—	—
Balm of Gilead Buds	.80	.90
Barbital	—	—
"Barium Carb. prec. pure"	—	—
"Chlorate, pure"	.50	.60
Bay Rum, Porto Rico	3.45	3.50
St. Thomas	—	—
Benzaldehyde (see bitter oil of almonds)	—	—
Benzol, See Coal Tar Crudes	—	—
Berberine, Sulphate, 1-oz.v.oz.	2.50	3.00
Beta Naphthol (see Intermediates)	—	—
*Nominal.	—	—

## WHERE TO BUY

Conserve:—

## GLYCERINE<sup>4</sup>

By using:—

## NULOMOLINE "T.P."

And save money.

All users of Glycerine should study the many advantages of Nulomoline "T.P."

Manufactured by:

## THE NULOMOLINE COMPANY

Distributed by:

**W. J. BUSH & CO., Inc.**  
100 William Street, New York City

Chrysarobin, U.S.P.	lb.	5.30	.54
Cinchonidin, Alk. crystals	oz.	—	—
Cinchonine, I.A.K., crystals	oz.	—	.41
Sulphate	oz.	—	.35
Cinnabar	lb.	—	.36
Civet	oz.	3.00	.32
Cobalt, pow'd (Fly Poison)	lb.	.45	.46
Oleate	oz.	.85	.96
Cocaine, Hydrochl. gran.	oz.	—	.93
cryst. bulk	oz.	—	.93
Cocoa Butter, bulk	lb.	.43	.44
Cases, fingers	lb.	.47	.48
Codine, Alk. Bulk	oz.	—	—
Nitrate, Bulk	oz.	—	—
Phosphate, Bulk	oz.	—	.83
Sulphate, Bulk	oz.	—	.83
Collodium, U.S.P.	lb.	.41	.46
*Colocynth, Apples, Trieste	lb.	.30	.35
Pulp, U.S.P.	lb.	.45	.55
Spanish Apples	lb.	—	—
Corrosive Sublimate, see Mercury			
Coumarin, refined	lb.	11.00	12.00
Cream of Tartar, cryst. U.S.P.	lb.	—	.45
Powdered, 99 p.c.	lb.	—	.45
Creosote, U.S.P.	lb.	1.90	2.00
*Carbonate	lb.	—	.35
Cresol, U.S.P.	lb.	.18	.20
Cuttlefish Bones, Trieste	lb.	—	.60
Jewelers, large	lb.	1.60	1.70
French	lb.	.43	.46
Dionin	oz.	—	—
Dover's Powder, U.S.P.	lb.	2.80	3.00
Dragon's Blood, Mass.	lb.	.30	.40
*Reeds	lb.	—	.45
Emetine, Alk., 15 gr. vials	ea.	—	—
Hydrochloride, U.S.P. 15 gr. vials	ea.	—	—
Epsom Salts (see Mag. Sulph.)			
*Ergot, Russian	lb.	—	.30
Spanish	lb.	—	.30
Ether, U.S.P., 1900.	lb.	.23	.30
Washed	lb.	.27	.34
U.S.P., 1890	lb.	.35	.42
Eucaalyptol	lb.	1.29	1.34
Formaldehyde	lb.	22	23
Gelatin, silver	lb.	1.30	1.35
*Gold	lb.	—	—
Glycerin, C. P.			
Drums and bbls. added	lb.	164	164
C.P. in cans	lb.	184	184
Cadmium Bromide, crystals	lb.	1.75	1.80
Iodide	lb.	—	4.40
Metal sticks	lb.	1.45	1.60
Caffeine, alkaloid, bulk	lb.	7.50	8.00
Hydrobromide	lb.	10.70	12.00
Citrate, U.S.P.	lb.	7.25	7.50
Phosphate	lb.	14.00	15.00
Sulphate	lb.	15.00	16.00
Calcium Glycerophosphate	lb.	1.80	1.85
Hypophosphite, 100 lbs.	lb.	1.00	1.04
Iodide	lb.	—	4.10
Phosphate, Precip.	lb.	.21	.23
Sulphocarbolate	lb.	1.02	1.07
Calomel, see Mercury			
*Camphor, Am. refd bbls, lb.	—	—	—
Square of 4 ounces	lb.	—	—
16's in 1-1/2 lb. carton	lb.	2.70	2.75
24's in 1-lb. carton	lb.	2.70	2.75
32's in 1-lb. carton	lb.	2.75	2.80
Cases of 100 blocks	lb.	—	—
Japan refined, 2½ lb. slabs	lb.	2.50	2.60
Monobromated, bulk	lb.	4.00	4.10
Cantharides, Chinese	lb.	.95	1.05
Russian, whole	lb.	3.00	3.25
Powdered	lb.	3.25	3.50
Casein, C. P.	lb.	.45	.49
Cerium Oxalate	lb.	.60	.62
Chalk, precip. light, English	lb.	.06	.08
Heavy	lb.	.04	.06
Chloral Hydrate, U.S.P. crystals, drums incl'd 100lb. lots	lb.	—	1.05
Charcoal Willow, powdered	lb.	.054	.07
Wood, powdered	lb.	.04	.05
Chlorine, liquefied	lb.	.15	.24
Chloroform, drums, U.S.P.	lb.	—	.43
*Nominal			

## Drugs &amp; Chemicals, Heavy Chemicals and Dyestuffs in Original Packages

Magnesium Salicylate	lb.	1.30	— 1.37
Sulphate, Epsom Salt, tech.	100-lbs.	2.75	— 3.50
U. S. P.	100-lbs.	3.50	— 3.75
Manganese Glycerophos	lb.	3.35	— 3.40
Hypoophosphate	lb.	1.65	— 1.70
Iodide	lb.	—	— 4.85
Peroxide	lb.	.75	— .80
Sulphate, crystals	lb.	.60	— .67
Manna, large flake	lb.	.75	— .85
Small flake	lb.	.57	— .59
Menthyl, Japanese	lb.	5.85	— 6.00
Mercury, flasks, 75 lb.	ea.	—	— 70.00
Mercurate	lb.	—	— 1.09
Blue Mass	lb.	—	— .75
Powdered	lb.	—	— .77
Blue Ointment, 30 p.c.	lb.	—	— .73
30 p. c.	lb.	—	— 1.02
Calomel, Amer.	lb.	—	— 1.51
Corrosive Sublimate cryst.	lb.	—	— 1.41
Powdered, Granular	lb.	—	— 1.36
Iodide, Green	lb.	—	— 4.25
Red	lb.	—	— 4.35
Yellow	lb.	—	— 4.25
Red Precipitate	lb.	—	— 1.66
White Precipitate	lb.	—	— 1.76
Powdered	lb.	—	— 1.85
with chalk	lb.	—	— .75
Methyl salicylate	lb.	.50	— .60
Methylene Blue, medicinal.	lb.	12.90	— 14.75
Milk, powdered	lb.	.16	— .19
Mirabeau Oil, refined, drums	lb.	17.75	— 19.75
Morphine, Acet. bulk	oz.	—	— 10.80
Sulphate, bulk	oz.	—	— 10.80
Diethyl Hydcl., 5-oz. cansos.	—	—	— 14.20
Ethyl Hydcl.	oz.	—	— 16.10
Moss, Iceland	lb.	.21	— .23
Irish	lb.	.12	— .14
Musk, pods, Cab.	oz.	12.00	— 12.40
Touquin	oz.	25.00	— 26.00
Grain, Cab.	oz.	18.50	— 19.00
Touquin	lb.	42.00	— 44.00
*Synthetic	lb.	30.00	— 30.10
Naphthalene, See Coal Tar Products.			
Nickel and Ammon. Sulphate	lb.	—	— .22
Sulphate	lb.	.27	— .29
Nit. Vomica, whole	lb.	.14	— .18
Powdered	lb.	—	— 22.50
Granular	lb.	—	— 25.50
Ongall, pure U.S.P.	lb.	1.50	— 1.55
Papain	lb.	3.50	— 4.00
Paraffin White Oil, U.S.P. gal.	3.10	— 3.60	
Paris Green, kegs	lb.	.35	— .37
Petrolatum, light amber bbls.	lb.	.08	— .09
Cream White	lb.	.09	— .09
Lily White	lb.	.14	— .15
Snow White	lb.	.16	— .17
Phenolphthalein	lb.	4.50	— 5.00
Phosphorus, yellow	lb.	1.35	— 1.40
Red	lb.	1.70	— 1.80
Pilocarpine	oz.	16.00	— 16.20
Poppies Heads	lb.	1.00	— 1.25
Potassium acetate	lb.	1.10	— 1.15
Bicarb.	lb.	.70	— .75
Bisulphite	lb.	.45	— .60
C. P.	lb.	.75	— .85
Bromide Crystals, bulk	lb.	.55	— .56
Granulated	lb.	.50	— .51
Chromate, crystals, yellow, tech. 1-lb. c. b. 10.	lb.	—	— 1.70
Citrate, bulk U.S.P.	lb.	—	— 2.02
Glycerophosphate, bulk, oz.	—	— 1.45	
Hypoophosphate, bulk	oz.	2.15	— 2.20
Iodide, bulk	lb.	—	— 3.55
Lactophosphate	oz.	—	— .25
Permanganate, U.S.P.	lb.	1.00	— 1.10
Salicylate	lb.	—	— 2.00
Sulphate, C.P.	lb.	1.11	— 1.16
Tartate, powdered	lb.	1.31	— 1.32
Pocaine, oz. bottles	7.00	— 7.50	
5 gr. bottles	1.50	— 1.60	
*Quinine, Bisulphate, 100 oz. tins	oz.	—	— .90
Sulphate, 100 oz. tins	oz.	—	— .90
50-oz. tins	oz.	—	— .91
25-oz. tins	oz.	—	— .92
5-oz. tins	oz.	—	— .94
1-oz. tins	oz.	—	— .98
Second Hands, Java.	oz.	—	— 1.05
Second Hands, American	oz.	—	— 1.10
Quinidine Alk. crystals, tins oz.	—	— 1.06	
Sulphate, tins	oz.	—	— .70
Resorcin crystals, U.S.P.	lb.	—	— 6.50
Rochelle Salt, crystals, bxs. lb.	—	— .47	
Powdered, bbls.	lb.	—	— .46%
Saccharin, U.S.P., soluble	lb.	4.50	— 5.00
U.S.P., Insoluble	lb.	4.50	— 5.00
Salicin, bulk	lb.	30.00	— 30.50
*Nominal.			

## WHERE TO BUY

1892 ALEX. C. FERGUSSON, JR. 1918  
DYESTUFFS AND CHEMICALS

Fuchsin Crystals, Bismark Brown, Acid Scarlet, Ponceau

Phthalic Anhyd.—Red Prussiate

## Dyewood Extracts

450 Chestnut Street Philadelphia

## Acids

Acetic, 28 p.c.	lb.	.03	— .04
Glacial	lb.	.14	— .15
Acetyl-salicylic	lb.	—	— 1.25
Benzoic, from gum	lb.	—	—
U.S.P., ex toluol	lb.	1.30	— 1.40
Boric, cryst., bbls.	lb.	1.34	— .15
Powdered, bbls.	lb.	1.34	— .15
Butyric, Tech., 60 p.c.	lb.	1.45	— 1.55
Camphoric	lb.	4.40	— 4.50
Carbolic cryst., U.S.P., drs.	lb.	.08	— .15
1-lb. bottle	lb.	—	— .22
5-lb. bottle	lb.	—	— .20
50 to 100-lb. tins	lb.	—	— .16
Chromic, U.S.P.	lb.	1.25	— 1.50
Chrysophanic	lb.	—	— 5.50
Citric, crystals, bbls.	lb.	—	— 1.25
Powdered	lb.	—	— 1.26
Second hands	lb.	1.27	— 1.28
Cresylic, 95-100 p.c.	gal.	1.15	— 1.25
Formic, 75 p.c., tech.	lb.	.36	— .38
Gallic, U.S.P., bulk	lb.	1.60	— 1.65
Glycerophosphoric	lb.	3.45	— 5.00
Hydrodiotic, sp. g. 1.150	oz.	.25	— .30
Hydrofluoric, 48 p.c. C.P.	lb.	.11	— 1.14
Hydrosilicofluoric, 10 p.c.tech.	lb.	.40	— .45
20 p.c. tech.	lb.	.50	— .60
Hypophosphorous, 50 p.c.	lb.	—	— 2.50
U.S.P., 10 p.c.	lb.	.65	— .70
Lactic, U.S.P., VIII.	lb.	—	— 2.15
Molybdic, C.P.	lb.	6.90	— 7.40
Muriatic, 20 deg. carboys	lb.	.01	— .02
Nitric, 42 deg. carboys	lb.	—	— 0.84
Nitro Muriatic	lb.	.20	— .23
Oleic, purified	lb.	.23	— .28
Oxalic, cryst., bbls.	lb.	.37	— .39
Picric, kegs	lb.	—	— .85
Phosphoric, 85-88 p.c.syr. U.S.P. lb.	lb.	.35	— .36
50 p.c. tech. f.o.b. wks.	lb.	.23	— .25
Pyrogallic, resublimed	lb.	2.80	— 2.90
Crystals, bottles	lb.	2.10	— 2.40
Pyroigneous, purified	lb.	.05	— .055
Technical	gal.	.12	— 1.25
Salicylic, Bulk, U.S.P.	lb.	.45	— .50
Stearic, triple pressed.	lb.	.20	— .21
Sulphuric, C.P.	lb.	.08	— .09
66 deg. tech. f.o.b. wks.	lb.	26.00	— 22.00
*Sulphurous	lb.	.06	— .065
Tannic, technical	lb.	.65	— .85
U.S.P., bulk	lb.	1.40	— 1.45
Tartaric Crystals, U.S.P.	lb.	—	— .875
Powdered, U.S.P.	lb.	—	— .865
Trichloracetic, U.S.P.	lb.	4.40	— 4.50

## Essential Oils

Almond, bitter	lb.	10.00	— 11.00
Tech. Artificial	lb.	2.00	— 2.25
Free from chlorine	lb.	2.25	— 2.50
Sweet	lb.	1.50	— 1.75
Amber, crude	lb.	2.40	— 2.50
*Rectified	lb.	4.25	— 4.50
Salicylate, U.S.P.	lb.	1.25	— 1.30
Strychnine Alkd., cryst.	oz.	—	— 1.80
Acetate	oz.	—	— 1.80
Nitrate	oz.	—	— 1.80
Sulphate, crystals, bulk	oz.	—	— 1.40
Sugar of Milk, powdered	lb.	.55	— .56
Sulphonal, 100-oz. lots	lb.	1.15	— 1.20
Sulphonethylmethane, U.S.P.	lb.	16.00	— 16.75
Sulphonmethane, U.S.P.	lb.	13.00	— 14.00
Sulphur, roll, bbls.	100 lbs.	—	— 3.20
Flour, com'l.	100 lbs.	—	— 1.90
Flowers	100 lbs.	—	— 3.55
Marlins, bbls.	lb.	.15	— .16
Kegs	per keg	6.95	— 7.40
Tartar (Emetic, tech.)	lb.	.67	— 6.75
U.S.P.	lb.	.73	— 7.75
Terpin Hydrate	lb.	.49	— .50
Thymol, crystals, U.S.P.	lb.	11.50	— 12.00
Iodide, U.S.P., bulk	lb.	13.2	— 13.50
Tin, bichloride	lb.	.28	— .29
Oxide, 500 lb. bbls.	lb.	—	— .75
Toluol. See Coal Tar Crudea.			
Turpentine, Venice, True	lb.	4.50	— 4.75
Artificial	lb.	.20	— .23
Spirits, see Naval Stores.			
Vanillin	oz.	—	— .75
Vernon (See Barbital)			
Witch Hazel, Ext., dble dist.			
bbl.	gal.	1.18	— 1.20
Zinc Carbonate	lb.	.21	— .22
Chloride	lb.	.14	— .15
Iodide, bulk	lb.	—	— 4.00
Metallic, C.P.	lb.	.45	— .75
Oxide, U.S.P., bbls.	lb.	.22	— .23
*Nominal			

[MARCH 19, 1919]

## Drugs & Chemicals, Heavy Chemicals and Dyestuffs in Original Packages

Juniper Berries, Twice rect.	lb.	12.00	-13.00
Wood	lb.	2.00	-2.15
Lavender Flowers, U.S.P.	lb.	7.50	-7.75
Garden	lb.	1.00	-1.25
Spike	lb.	1.40	-1.55
Lemon, U.S.P.	lb.	1.40	-1.65
Lemongrass, Native	lb.	1.40	-1.50
Limes, Expressed	lb.	4.75	-5.00
Linoleum	lb.	1.60	-1.75
Mace, distilled	lb.	2.00	-2.10
*Mustard, natural	lb.	-	-32.00
Artificial	lb.	13.00	-14.00
Neroli, bigarade	lb.	-	-100.00
Petale	lb.	-	-120.00
Artificial	lb.	15.00	-30.00
Nutmeg, U.S.P.	lb.	2.00	-2.10
Orange, bitter	lb.	2.25	-2.35
Sweet, West Indian	lb.	1.80	-1.90
Italian	lb.	2.75	-2.90
Origanum, Imitation	lb.	.45	-.50
Orris Concrete	oz.	5.00	-5.25
Patchouli	lb.	22.00	-24.00
Pennyroyal, domestic	lb.	1.75	-1.85
Imported	lb.	1.25	-1.30
Peppermint, tins	lb.	8.75	-9.00
Redistilled, U.S.P.	lb.	9.00	-9.50
Bottles	lb.	9.00	-10.00
Petit Grain, So. America	lb.	3.75	-4.00
French	lb.	8.50	-8.65
Pinus Sylvesteris	lb.	2.25	-2.50
Pumilio	lb.	5.00	-6.00
Rose, French	oz.	24.00	-25.00
Synthetic, red	oz.	36.00	-37.00
Rosemary, French, U.S.P.	lb.	1.50	-1.60
Sefrol	lb.	-	-65
Sandalwood, East India	lb.	11.50	-12.50
Sassafras, natural	lb.	2.10	-2.25
Artificial	lb.	.47	-.50
Savin	lb.	6.00	-7.00
Spearmint	lb.	8.75	-9.00
Spruce	lb.	1.05	-1.25
Tansy, Amer.	lb.	4.25	-4.50
Tansy, red, French, U.S.P.	lb.	.95	-2.05
White, French	lb.	2.00	-2.25
Wintergreen, U.S.P.	lb.	7.50	-8.00
Synthetic, U.S.P., bulk	lb.	.50	-.60
Wormseed, Baltimore	lb.	4.00	-4.50
Wormwood, Dom.	lb.	5.25	-5.50
Ylang Ylang, Bourbon...	lb.	17.00	-18.00
Manila	lb.	40.00	-45.00
Artificial	lb.	-	-12.00
<b>OLEORESINS</b>			
*Aspidium (Malefern)	lb.	16.50	-17.00
Capiscum, 1-lb. bottles	lb.	4.00	-4.50
Cubeb	lb.	7.50	-7.75
*Ginger	lb.	3.50	-3.75
*Malefern	lb.	16.00	-16.50
Mullein (so-called)	lb.	5.00	-5.25
*Orris, domestic	lb.	-	-20.00
Imported	lb.	20.00	-21.00
*Parsley Fruit (Petroselinum)	lb.	7.50	-8.00
Pepper, black	lb.	-	7.00

## Crude Drugs

## BALSAMS

Copaiba, Para	lb.	.57	—	.59
South American	lb.	.75	—	.80
Fir, Canada	lb.	7.90	—	8.00
Oregon	gal.	1.60	—	1.65
Peru	lb.	3.50	—	3.65
Tolu	lb.	1.15	—	1.25

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DARKE

BARKS				
Angostura	lb.	.28	—	.30
Basswood Bark, pressed	lb.	.17	—	.21
Blackhaw, of root	lb.	.60	—	.65
of Tree	lb.	.35	—	.40
Buckthorn	lb.	.23	—	.24
Calisaya	lb.	.95	—	1.00
Casca Sagrada	lb.	18 <sup>1/2</sup>	—	23
Cascarilla, quills	lb.	.24	—	.25
Siftings	lb.	.12	—	.13
Chestnut	lb.	.10	—	.10 <sup>1/2</sup>
Chincona, red quills	lb.	.65	—	.75
Broken	lb.	.55	—	.65
"Yellow" "quills"	lb.	—	—	—
"Broken	lb.	.70	—	.75
"Loxa, pale, os.	lb.	—	—	—
"Powdered, boxes	lb.	—	—	—
"Maracaibo, yellow, powd.	lb.	—	—	—
Condurango	lb.	.11	—	.12
Cotton Root	lb.	.20	—	.22
Cramp (true)	lb.	.55	—	.60
Cramp (so-called)	lb.	.10	—	.11
Dogwood, Jamaica	lb.	.07 <sup>1/2</sup>	—	.08
Elm, grinding	lb.	.14	—	.15
Select bds.	lb.	.20	—	.21
*Nominal				

**\*Nominal**

WHERE TO BUY

---

**Antoine Chiris Co.**  
NEW YORK  
IMPORTERS & MANUFACTURERS  
ESSENTIAL OILS  
SYNTHETIC CHEMICALS

**Fritzsche Brothers  
New York  
ESSENTIAL - OILS**

Hemlock	fb.	.10	—	.11
Lemon Peel	fb.	.10	—	.10 <sup>4</sup>
Mezereon	fb.	.22	—	.23
Oak, red	fb.	.08	—	.09
White	fb.	.08	—	.09
*Orange Peel, bitter.	fb.	.13	—	.14
Malaga, Sweet	fb.	.12	—	.13 <sup>5</sup>
Trieste, sweet	fb.	.13	—	.13 <sup>5</sup>
Prickly Ash, Southern.	fb.	.23	—	.24
Northern	fb.	.23	—	.24
Pomegranate of Root.	fb.	.26	—	.28
of Fruit	fb.	.25	—	.26
Sassafras, ordinary	fb.	.20	—	.23
Select	fb.	.30	—	.33
Simaruba	fb.	.63	—	.65
Soap, whole	fb.	.12	—	.13
Cut	fb.	.22	—	.24
Crushed	fb.	.16	—	.18
Wahoo, of Root	fb.	.23	—	.55
of Tree	fb.	.23	—	.24
Willow, Black	fb.	.05	—	.09
White	fb.	.16	—	.17
White Pine	fb.	.07	—	.08
White Poplar	fb.	.07	—	.08
Wild Cherry	fb.	.18	—	.25
Witch Hazel	fb.	.08	—	.09

## BEANS

Calobar	lb.	54	59
St. Ignatius	lb.	27	28
St. John's Bread	lb.	29	30
Tonka, Angostura	lb.	1.20	1.25
Para	lb.	.70	.73
Surinam	lb.	75	80
Vanilla, Mexican, whole	lb.	5.25	5.25
Cups	lb.	3.25	3.50
Bourbon	lb.	2.75	3.00
South American	lb.	2.95	3.20
Tahiti, White Label	lb.	1.50	1.50
Green, Lakel	lb.	1.40	1.60

## BERRIES

## FLOWERS

FLOWERS			
Arnica	lb.	.70	75
Powdered	lb.	.85	95
Borage	lb.	.59	69
Calendula Petals	lb.	1.05	2.60
Chamomile, German	lb.		
Hungarian type	lb.	.45	.48
Roman	lb.	.60	.70
Spanish	lb.	.40	.45
Clover Tops	lb.	.13	.13
Dogwood	lb.	.17	.18
Elder	lb.	.32	.35
Insect, open	lb.	.35	.37
“Closed”	lb.	.43	.45
Powd. Flowers and stems	lb.	.30	.33
Powd. Flowers	lb.	.35	.40
*Koussou	lb.		
Lavender, ordinary	lb.	.24	.25
Select	lb.		
*Nominal.			

## Drugs &amp; Chemicals, Heavy Chemicals and Dyestuffs in Original Packages

Plantain	lb.	.12	.14	Musk, Russian	lb.	1.75	2.00	Sunflower, domestic	lb.	.15 <sup>1/2</sup>	.16
Pulsatilla	lb.	3.25	3.50	Orris, Florentine bold	lb.	.29	.30	South American	lb.	.14	.15
Queen of the Meadow	lb.	.10	.11	Verona	lb.	.28	.29	Manchurian	lb.		
Rose, red	lb.	1.25	1.28	Finger	lb.	2.00	2.10	Worm, American	lb.	.10	.12
Rosemary	lb.	.14	.15	Parreira Brava	lb.	.33	.34	Levant	lb.	1.00	1.10
Rue	lb.	—	.50	Pellitory	lb.	.29	.31				
Sage, Austrian, stemless	lb.	—	—	Pink, true	lb.	.65	.75				
"Grinding"	lb.	—	—	Pleurisy	lb.	.18	.19				
Greek, stemless	lb.	.11 <sup>1/2</sup>	.12	Poke	lb.	.10	.11				
Spanish	lb.	.11 <sup>1/2</sup>	.11 <sup>1/2</sup>	Rhubarb Shensi	lb.	.14	.15				
Savory	lb.	.21	.21 <sup>1/2</sup>	Chips	lb.	.70	.75				
Seeds, Alexandria, whole	lb.	.90	1.00	Cuts	lb.	.74	2.45				
Half Leaf	lb.	.70	.80	High Dried	lb.	.80	.85				
Sitings	lb.	.30	.32	Sarsaparilla, Honduras	lb.	.79	.82				
Powdered	lb.	.42	.45	American	lb.	.38	.43				
Timewell	lb.	.13	.20	Mexican	lb.	.30	.31				
Pods	lb.	.10	.12	Seneca, Northern	lb.	1.02	1.05				
Skullcap, Western	lb.	.17	.19	Southern	lb.	1.10	1.15				
Spearmint, American	lb.	.20	.22	Serpentaria	lb.	.65	.70				
Squaw Vine	lb.	.27	.30	Skunk Cabbage	lb.	.16	.17				
Stramonium	lb.	.20	.22	Snake, Canada natural	lb.	.45	.48				
Tansy	lb.	.10	.11	Stripped	lb.	.46	.49				
Thyme, Spanish	lb.	.11	.11 <sup>1/2</sup>	Spikenard	lb.	.30	.32				
French	lb.	.14	.14 <sup>1/2</sup>	Squill, white	lb.	.14	.15				
Uva Ursi	lb.	.10	.11	Stillingia	lb.	.14	.15				
Witch Hazel	lb.	.06 <sup>1/2</sup>	.08	Stone	lb.	.12	.14				
Wormwood imported	lb.	.14	.17	Turmeric Madras	lb.	.16	.16 <sup>1/2</sup>				
Yerba Santa	lb.	.10	.12	Aleppy	lb.	.16	.16 <sup>1/2</sup>				
<b>ROOTS</b>				China	lb.	.10	.10 <sup>1/2</sup>				
Anemone, U.S.P.	lb.	.40	.41	Unicorn false (helonias)	lb.	.55	.57				
Powdered	lb.	.49	.55	True (Aletris)	lb.	.65	.67				
German	lb.	—	—	Valerian, Belgian	lb.	.85	1.10				
*Powdered	lb.	—	—	*English	lb.	—	—				
Allianet	lb.	2.95	3.40	*German	lb.	—	—				
Althaea, cut	lb.	.79	.80	Japanese	lb.	—	—				
Whole	lb.	.35	.40	Yellow Doch	lb.	.12	.15				
Angelica American	lb.	.37	.40	Domestic	lb.	—	—				
Imported	lb.	.59	.69	Yellow Parilla	lb.	11	.12				
Artemisia	lb.	.79	.98								
Arrowroot, American	lb.	.24 <sup>1/2</sup>	.25	<b>SEEDS</b>							
Bermuda	lb.	.56	.60	*Anise, Levant	lb.	—	—				
St. Vincent	lb.	.40	.42	Spanish	lb.	.22	.22 <sup>1/2</sup>				
Bamboo Rrier	lb.	.12	.16	Star	lb.	.20 <sup>1/2</sup>	.21				
Bearfoot	lb.	.09	.10	Canary, Spanish	lb.	.18 <sup>1/2</sup>	.19 <sup>1/2</sup>				
Beladonna	lb.	1.50	1.75	South American	lb.	.25	.25 <sup>1/2</sup>				
Powdered	lb.	.165	.190	Caraway, African	lb.	.38	.39				
Berberis, Aquifolium	lb.	.14	.17	Domestic	lb.	.68	.69				
Beth	lb.	.10	.12	Dutch	lb.	.33	.34				
Blood	lb.	.65	.70	Cardamom, fair bleached	lb.	.65	.70				
Blueflag	lb.	.32	.34	Celery	lb.	.39	.40				
Bryonia	lb.	.26	.27	Colchicum	lb.	.34 <sup>1/2</sup>	.37 <sup>1/2</sup>				
Burdock, Imported	lb.	.19	.21	Conium	lb.	.39	.40				
American	lb.	.18	.19	Coriander, Bombay	lb.	.07	.07 <sup>1/2</sup>				
Calamus, bleached	lb.	.60	.75	Morocco, Unbleached	lb.	.07 <sup>1/2</sup>	.08				
Unbleached, natural	lb.	.16	.17	Mogador, Unbleached	lb.	.06 <sup>1/2</sup>	.10				
Cochlear, black	lb.	.10	.12	Bleached	lb.	—	—				
Blue	lb.	.14	.15	*Cumin, Levant	lb.	.17 <sup>1/2</sup>	.19				
Calicium	lb.	1.45	2.00	*Malta	lb.	.18 <sup>1/2</sup>	.19 <sup>1/2</sup>				
Colombo, whole	lb.	.24	.29	Morocco	lb.	.08 <sup>1/2</sup>	.09				
Comfrey	lb.	.21	.22	Dill	lb.	.14	.14 <sup>1/2</sup>				
Culver's	lb.	.19	.20	Fennel, French	lb.	.14	.14 <sup>1/2</sup>				
Cranebill, see Geranium.	lb.	—	—	*German, small	lb.	—	—				
Dandelion, English	lb.	.26	.28	*Romanian, small	lb.	—	—				
American	lb.	.26	.27	Flax, whole	per bbl.	18.25	19.00				
Doggrass Dom.	lb.	.39	.45	Ground	lb.	.11	.12				
Cut Bermuda	lb.	.29	.30	Foenugreek	lb.	.06 <sup>1/2</sup>	.07				
Echinacea	lb.	.35	.36	Hemp, Manchurian	lb.	.08	.08 <sup>1/2</sup>				
Elecampane	lb.	.12	.14	*Russian	lb.	—	—				
Galangal	lb.	.26	.27	Job's Tears, white	lb.	.05 <sup>1/2</sup>	.06				
Gentian	lb.	.09	.13	Larkspur	lb.	—	.45				
Powdered	lb.	.15	.16	Lobelia	lb.	.40	.45				
Ginger, Jamaica, unbleached	lb.	.20	.22	Mustard, Bari, Brown	lb.	—	—				
Bleached	lb.	.26	.28	*Dutch	lb.	—	—				
Ginseng, Cultivated	lb.	—	—	Bombay, Brown	lb.	.21	.22				
Wild, Eastern	lb.	—	—	California, Trieste, brown	lb.	.21	.21 <sup>1/2</sup>				
Northwestern	lb.	—	—	Chinese, Yellow	lb.	.08	.08 <sup>1/2</sup>				
Southern	lb.	—	—	English, yellow	lb.	.30	.31				
Golden Seal	lb.	5.30	5.35	Parsley	lb.	.23	.25				
Hellebore, Black, Imported	lb.	1.40	1.50	Poppy, Dutch	lb.	—	—				
White, Domestic	lb.	.21	.22	Russian blue	lb.	.58	.60				
Powdered	lb.	.24	.26	Indian	lb.	.32	.32 <sup>1/2</sup>				
*Imported	lb.	—	—	Quince	lb.	.19	.21				
Ipecac, Cartagena	lb.	2.90	3.00	Rape, English	lb.	—	—				
Powdered	lb.	3.25	3.50	Japanese small	lb.	.08 <sup>1/2</sup>	.09				
Rice, whole	lb.	3.00	3.25	Domestic	lb.	.08 <sup>1/2</sup>	.09				
Jalap, whole	lb.	—	—	Sabadilla	lb.	.13	.14				
Powdered	lb.	—	—	Stramonium	lb.	.30	.35				
Kava Kava	lb.	.18	.19	Strophantus, Hispidus	lb.	1.55	1.60				
Lady Slipper	lb.	.85	.90	Kombe	lb.	1.65	1.75				
Lavender, Russian, cut	lb.	.80	.90	*Nominal.	lb.	—	—				
Spanish natural bales	lb.	.21	.22								
Selected	lb.	.28	.30								
Powdered	lb.	.28	.30								
Lavage, American	lb.	.73	.75								
Manaca	lb.	.27	.29								
Mandrake	lb.	.15	.16								
Nominal.											

## SPICES

Capsicum, African pods	lb.	.17 <sup>1/2</sup>	.18
Bombay	lb.	.13	.13
Japan Caps	lb.	.12 <sup>1/2</sup>	.13
Cassia, Batavia, No. 1	lb.	.23	.23 <sup>1/2</sup>
China, Selected, mats.	lb.	.22	.22 <sup>1/2</sup>
Saigon, assortment	lb.	.43	.45
Cassia Buds	lb.	.25	.26
Chillies, Japan	lb.	.13 <sup>1/2</sup>	.14
Mombasa	lb.	.21	.22
Chillies, Japan	lb.	.13 <sup>1/2</sup>	.14
Claves, Zanzibar	lb.	.26 <sup>1/2</sup>	.27
Amboyna	lb.	.45	.46
Ginger, African	lb.	.12 <sup>1/2</sup>	.12 <sup>1/2</sup>
Cochin "D"	lb.	.17	.18
Jamaica, white good	lb.	.19	.20
Japan	lb.	.10 <sup>1/2</sup>	.10 <sup>1/2</sup>
Mace, Banda, No. 2	lb.	.47	.48
Batavia, No. 2	lb.	.40	.41
Nutmegs, 110s	lb.	.26 <sup>1/2</sup>	.27
Pepper, Black, Sing.	lb.	.19 <sup>1/2</sup>	.20
White	lb.	.26 <sup>1/2</sup>	.27
Pimento, Select	lb.	.08	.08 <sup>1/2</sup>

## WAXES

Bayberry	lb.	.38	.39
Bees, light, crude	lb.	.43	.44
Light, refined	lb.	.46	.47
Dark	lb.	.45	.46
Candella	lb.	.31	.32
Carnauba, Flor.	lb.	.81	.82
No. 1	lb.	.80	.81
No. 2	lb.	.72	.73
No. 3	lb.	.50	.51
Ceresin, Yellow	lb.	.16	.17
White	lb.	.18	.19
Japan	lb.	.14	.16
Montan, crude	lb.	.35	.36
*Bleached	lb.	.35	.36
Ozokerite, crude, brown	lb.	.35	.36
Green	lb.	—	—
*Refined, white	lb.	—	—
*Domestic	lb.	—	—
Refined, yellow	lb.	—	—
Paraffin, ref'd 128 deg. m.p.	lb.	.12 <sup>1/2</sup>	.13
Stearic Acid	lb.	.15	.16
Single pressed	lb.	.18 <sup>1/2</sup>	.19
Double pressed	lb.	.19 <sup>1/2</sup>	.20
Triple pressed	lb.	.20 <sup>1/2</sup>	.21

## Heavy Chemicals

Acetic acid, 28 p.c.	100 lbs.	3.50	4.00
56 p.c.	100 lbs.	7.00	7.75
*70 p.c.	100 lbs.	7.50	8.50
*80 p.c.	100 lbs.	—	11.52
*Glacial	lb.	14.50	15.00
Alum, ammonia, lump	lb.	.04 <sup>1/2</sup>	.05
Ground	lb.	.044	.048
Powdered	lb.	.05	.05 <sup>1/2</sup>
Chrome	lb.	.20 <sup>1/2</sup>	.21 <sup>1/2</sup>
Potash lump	lb.	.08	.08 <sup>1/2</sup>
Ground	lb.	.09	.09 <sup>1/2</sup>
Alum, Potash, Powdered	lb.	.09 <sup>1/2</sup>	.11
Soda, Ground	lb.	—	6.38
Aluminum chloride, liq.	lb.	.04 <sup>1/2</sup>	.05
Sulph, high grade	lb.	.04	.04 <sup>1/2</sup>
Low grade	lb.	.02	.02 <sup>1/2</sup>
Heavy	lb.	.11	.12 <sup>1/2</sup>
Arsenic, white	lb.	.40	.42
Red	lb.	.30	.35
Ammonia, Anhydrous	lb.	.30	.35
Ammonia Water, 26 deg. car.	lb.	—	10 <sup>1/2</sup>
*18 deg. carboys	lb.	.07	.09
*16 deg. carboys	lb.	—	.08
Ammonium chloride, U.S.P.	lb.	—	—
*Sal Ammoniac, gray	lb.	.16	.18
Granulated, white	lb.	.14 <sup>1/2</sup>	.15
Lump	lb.	.55	.60
Sulphate, foreign	lb.	—	—
Domestic	lb.	8.00	8.50
Antimony Salts, 75 p.c.	lb.	.60	.70
65 p.c.	lb.	.60	.70
47 p.c.	lb.	—	—
Carbon disulphide, tech 500 lbs. bulk	lb.	.09	.09 <sup>1/2</sup>
Nominal.			

## Drugs &amp; Chemicals, Heavy Chemicals and Dyestuffs in Original Packages

Blanc Fixe, dry	lb.	.05	—	.054
Barium, chloride	ton	—	85.00	
Dioxide	lb.	.26	—	.27
Nitrate	lb.	.114	—	.124
Barytes, floated, white	ton	25.00	—	.3500
Off color	ton	14.00	—	.1800
Bleaching Pd., f.o.b. wks	100 lbs.	—	—	2.00
Calcium Acetate	100 lbs.	2.00	—	2.10
Carbide	lb.	.08	—	.09
Carbonate	lb.	—	—	—
Chloride, solid	f.o.b. N.Y.	22.50	—	.2450
Granulated, f.o.b. N.Y.	ton	—	—	
Solid, second hands	ton	30.00	—	.3400
Gran. second hands	ton	40.00	—	.4500
Sulphate, 98-99 p.c.	lb.	.0734	—	.0834
Carbon tetrachloride	lb.	.14	—	.15
Copper Carbonate	lb.	.30	—	.32
Subacetate (Verdigris)	lb.	.40	—	.42
Powdered	lb.	.40	—	.42
Sulphate, 98-99 p.c.	lb.	.0734	—	.0834
Second hands	lb.	—	—	.08
Powdered	lb.	.12	—	.13
Cyanide chlor. Mix., 73-76	lb.	—	—	.25
Copperas, f.o.b. works	100 lbs.	1.83	—	.210
Fuse Oil, crude	gal.	.30	—	.350
Refined	gal.	—	—	.550
Hydrofluoric Ac. 03 p.c. bbls. gal.	—	—	—	.08
48 p.c. in carbons	lb.	—	—	.11
52 p.c. in carbons	lb.	—	—	.12
Lead, Acetate, brown sugar	lb.	.12	—	.13
Broken Cakes	lb.	.13	—	.14
Granulated	lb.	.14	—	.14
Arsenate, powdered	lb.	.30	—	.32
Paste	lb.	.15	—	.17
*Nitrate	lb.	.85	—	.86
Oxide, Litharge, Amer. pd. N.	lb.	.09	—	.094
Foreign	lb.	—	—	
Red, American	lb.	—	—	.104
Sulphate, basic	lb.	—	—	.0834
White, Basic Carb., Amer. dry	lb.	—	—	.094
in Oil, 100 lbs. or over	lb.	—	—	.104
English	lb.	—	—	
Lime, hydrate	lb.	Nominal	—	
Sulphur solution	gal.	.15	—	.19%
Magnesite, f.o.b. Cal. f.o.b. N. Y.	ton	42.00	—	.4400
ton	65.00	—	—	.7000
Muriatic acid, *18 deg. carbos.	100 lbs.	1.30	—	.140
20 deg. carbos.	100 lbs.	1.40	—	.160
22 deg. carbos.	100 lbs.	1.75	—	.185
Nickel oxide	lb.	.60	—	.70
Salts, single	lb.	.15	—	.16
double	lb.	.13	—	.14
Nitric acid, 36 deg. carbos.	lb.	.06	—	.064
*38 deg. carbos.	lb.	.07	—	.08
40 deg. carbos.	lb.	.073	—	.08
42 deg. carbos.	lb.	.081	—	.08
Aqua Fortis, 36 deg. carb.	lb.	—	—	.052
38 deg. carbos.	lb.	—	—	.054
40 deg. carbos.	lb.	—	—	.06
42 deg. carbos.	lb.	—	—	.064
Phosphorus, red	lb.	—	—	.80
Yellow	lb.	.50	—	.60
Plaster of Paris	bbl.	1.50	—	.176
True Dental	bbl.	1.75	—	2.00
Potash Caustic, 88-92	lb.	—	—	.55
Potassium Bichromate	lb.	.36	—	.37%
Carbonate, calc.	lb.	.25	—	.30
Chlorate, cryst.	lb.	.40	—	.42
Sulphate	lb.	—	—	.15
Powdered	lb.	.40	—	.42
Japanese	lb.	.33	—	.34
Muriate, basis 80 p.c.	ton	300.00	—	.3500
Prussiate, red	lb.	1.75	—	.190
Yellow	lb.	.65	—	.70
Saltpetre, Granulated	lb.	.26	—	.27
Refined	lb.	.314	—	.313%
Soda Ash, 58 p.c. in bags	100 lbs.	—	—	.150
In bbls.	—	—	—	.180
Caustic, 76 p.c. Solid	100 lbs.	3.00	—	.325
Ground, 76 p.c.	100 lbs.	—	—	.400
Sodium Bichromate	lb.	.114	—	.12
Bisulphate	lb.	—	—	
Carbonate, Sal. Soda, Am. 100	lb.	1.60	—	.175
Chlorate	lb.	.18	—	.20
Cyanide	lb.	.30	—	.35
Hyposulphite, bbls.	100 lbs.	2.60	—	.300
Kegs	100 lbs.	3.00	—	.325
*Nitrate, tech.	100 lbs.	—	—	.432%
Refined	lb.	.064	—	.07
Nitrite	lb.	.14	—	.16
Prussiate, Yellow	lb.	.26	—	.30
Silicate, 60 p.c.	100 lbs.	4.00	—	.450
40 p.c.	100 lbs.	2.50	—	.275
Sod. Sulph., G.I.P. salt	100 lbs.	1.60	—	.180
Sulphide, 60-62 p.c. cryst.	lb.	.05	—	.06
30-32 p.c.	lb.	.024	—	.03
*Sulphur (crude) f.o.b. N.Y.	ton	60.00	—	.7000
*f.o.b. Baltimore	ton	—	—	
Sulphur Dioxide	lb.	—	—	.11
*Nominal	—	—	—	

## WHERE TO BUY

ZINC OXIDE  
Lead FreeKatzenbach & Bullock Co.  
New York Trenton Chicago  
Boston San Francisco

Sulphuric Acid	60 deg. f.o.b. wks.	ton	11.00	—	14.00
66 deg. f.o.b. wks.	ton	20.00	—	22.00	
Oleum, f.o.b. wks.	ton	22.00	—	24.00	
Battery Acid car's per 100 lbs.	Nominal	—	—	—	
Tin, bichloride	lb.	.27	—	.28	
Zinc, carbonate	lb.	.18	—	.21	
Chloride	lb.	.14	—	.15	
Oxide, French	lb.	.12	—	.13	
Leaded	lb.	.084	—	.10%	
Sulphate	lb.	.044	—	.06%	

## Dyestuffs, Tanning Materials and Accessories

## COAL-TAR CRUDES

Benzol, C. P.	gal.	.18	—	.22
(90 p.c.)	lb.	.18	—	.22
Cresylic acid, crude, 95-97 p.c. gal.	—	—	—	.90
50 p.c.	lb.	.75	—	.85
25 p.c.	lb.	.40	—	.45
Cresol, U.S.P.	lb.	—	—	.17
Creosote oil, 25 p.c.	gal.	.45	—	.55
Dip oil, 25 p.c.	gal.	.35	—	.45
Naphthalene, balls	lb.	.10	—	.11%
Flake	lb.	.08	—	.09%
Phenol	lb.	.08	—	.12
Pitch, various grades	ton	12.00	—	.1500
Solvent naphtha, waterwhite gal.	22.00	—	—	.2400
Crude heavy	gal.	.14	—	.17%
Toluol, pure	gal.	.25	—	.42
*Commercial, 90 p.c.	gal.	.22	—	.26
Xylool, pure water white	gal.	.40	—	.45

## INTERMEDIATES

Acid Benzoic	lb.	1.60	—	1.80
Acid Benzoic Crude	lb.	Nominal	—	
Acid H	lb.	2.50	—	2.75
Acid Metanilic	lb.	2.50	—	3.00
Acid Naphthionic, Crude	lb.	1.00	—	1.10
Refined	lb.	1.20	—	1.30
Acid Sulphanilic, crude	lb.	.25	—	.30
Refined	lb.	.42	—	.47
p-Aminophenol Base	lb.	—	—	.375
p-Aminophenol Hydrochloride	lb.	—	—	.375
*Aminozobenzene	lb.	—	—	
Aniline Oil	lb.	—	—	.24
Aniline Salts	lb.	—	—	.35
Aniline for red.	lb.	1.15	—	1.20
*Anthracene (80 p.c.)	lb.	.60	—	.80
Anthraquinone	lb.	—	—	.800
Benzaldehyde	lb.	1.30	—	1.50
Benzidine Base	lb.	1.35	—	1.40
Benzidine Sulphate	lb.	1.00	—	1.10
Benzote of Soda	lb.	1.45	—	1.50
Benzylchloride	lb.	—	—	.100
Diamidophenol	lb.	6.50	—	6.75
Dianisidine	lb.	—	—	
Dinitrophenol	lb.	.42	—	.45
p-Dichlorobenzol	lb.	.15	—	.20
Dichlorobenzol	lb.	.17	—	.18
Fusel	lb.	.34	—	.36
Crystal	lb.	.36	—	.38
Nominal	—	—	—	

Diethylylaniline	lb.	—	—	.230
Dimethylylaniline	lb.	.57	—	.40
Dinitrobenzol	lb.	.37	—	.41
Dinitrochlorbenzene	lb.	.40	—	.50
Dinitrophenol	lb.	.50	—	.60
Dinitrotoluol	lb.	.40	—	.50
Diphenylamine	lb.	.73	—	.80
Dioxynaphthalene	lb.	—	—	
"G" Salt	lb.	.85	—	.95
Hydrazobenzene	lb.	1.50	—	.230
Induline	lb.	2.00	—	
Methylantranquinone	lb.	—	—	
Monochlorobenzol	lb.	.17	—	.20
Monooethylaniline	lb.	1.60	—	.170
Naphthalenediamine	lb.	—	—	
a-Naphthol	lb.	1.00	—	.110
b-Naphthol, Technical	lb.	1.50	—	.235
Sublimed	lb.	.75	—	.85
a-Naphthylamine	lb.	.50	—	.55
b-Naphthylamine	lb.	1.50	—	.160
p-Nitranilin	lb.	.14	—	.165
Nitrobenzene	lb.	.18	—	.19
Nitrochlorbenzol	lb.	.50	—	.56
Nitronaphthalene	lb.	.40	—	.45
o-Nitrophenol	lb.	1.25	—	.130
Nitrotoluol	lb.	.65	—	.70
o-Nitrotoluol	lb.	.45	—	.50
m-Phenylenediamine	lb.	1.85	—	.200
p-Phenylenediamine	lb.	3.50	—	.400
Phthalic Anhydride	lb.	—	—	
Pseudo-Cumol	lb.	—	—	
Resorcin, crystals, U.S.P.	lb.	6.50	—	.750
Resorcin, Technical	lb.	4.50	—	.475
Tetranitromethylaniline	lb.	—	—	
Tolidin	lb.	2.50	—	.235
o-Toluidine	lb.	.45	—	.50
p-Toluidine	lb.	1.85	—	.195
m-Toluylenediamine	lb.	1.65	—	.175
Xylene, pure	gal.	.40	—	.40
Xylene, Com.	gal.	—	—	

Acid Black	lb.	1.15	—	.170
Acid Blue	lb.	3.00	—	.500
Acid Brown	lb.	1.25	—	.200
Acid Fuchsin	lb.	2.50	—	.350
Acid Orange	lb.	.40	—	.40
Acid Orange II	lb.	.75	—	.100
Acid Orange III	lb.	.100	—	.125
Acid Red	lb.	.50	—	.600
Acid Scarlet	lb.	1.25	—	.200
Acid Violet 10 B.	lb.	8.00	—	.100
Alpine Yellow	lb.	2.00	—	.750
Alizarin Blue, bright	lb.	.75	—	.925
Alizarin Blue, medium	lb.	6.25	—	.750
Alizarin Orange, conc.	lb.	.70	—	.800
Alizarin Orange	lb.	.825	—	.900
Alizarin Red, W. S. Paste	lb.	5.00	—	.100
Alizarin Yellow G.	lb.	—	—	.135
Alizarin Yellow R.	lb.	—	—	.150
Alkali Blue, Domestic	lb.	10.00	—	.1400
Alkali Blue, Imported	lb.	16.00	—	.1800
Alpin Yellow	lb.	2.00	—	.750
Azo Carmine	lb.	5.00	—	.600
Azo Yellow	lb.	3.00	—	.350
Azo Yellow, green shade	lb.	.350	—	.450
Auramine, Single O. Dom.	lb.	3.50	—	.375
Auramine, Double O. Imp.	lb.	4.65	—	.475
Benzol Purp. 10 B.	lb.	4.00	—	.500
Benzol Purp. 4 B.	lb.	2.75	—	.300
Bismarck Brown R.	lb.	1.15	—	
Chrome Black, Dom.	lb.	1.60	—	.200
Chrome Black, Imp.	lb.	3.30	—	.400
Chrome Blue	lb.	2.50	—	.275
Chrome Green, Dom.	lb.	2.50	—	.275
Chrome Red	lb.	—	—	.200
Chrysoidine R.	lb.	1.25	—	.135
Chrysoidine Y.	lb.	1.00	—	.110
Chrysophenine, Domestic	lb.	—	—	.450
Chrysophenine, Imported	lb.	11.00	—	.1250
Congo Red 4B Type	lb.	1.60	—	.225
Crystal Violet	lb.	.625	—	.800
Diamine Sky Blue F. F.	lb.	9.25	—	.1300
Direct Black	lb.	1.10	—	.125
Direct Blue	lb.	1.25	—	.150
Direct Sky Blue	lb.	4.00	—	.600
Direct Brown	lb.	1.55	—	.175
Direct Bordeaux	lb.	1.75	—	.275
Direct Fast Red	lb.	3.50	—	.600
Direct Yellow	lb.	2.75	—	.400
Direct Fast Yellow	lb.	3.00	—	.400
Direct Black	lb.	1.10	—	.125
Direct Blue	lb.	1.25	—	.150
Direct Sky Blue	lb.	4.00	—	.600
Direct Brown	lb.	1.55	—	.175
Direct Bordeaux	lb.	1.75	—	.275

## Drugs &amp; Chemicals, Heavy Chemicals and Dyestuffs in Original Packages

## WHERE TO BUY

E. F. DREW & CO., Inc.  
50 BROAD ST. NEW YORKAntline Dyestuffs  
Dyewood Extracts  
Industrial Oils  
Chemicals

Fuchsine Crystals, Dom. ....	lb. 6.50	- 7.50
Fuchsine Crystals, Imp. ....	lb. 12.00	- 12.50
Geranine ....	lb. 8.75	9.25
Green Crystals, Brilliant ....	lb. 12.00	- 13.00
Indigo 20 p.c. paste ....	lb. —	.75
Indigotine, conc. ....	lb. 3.50	- 4.00
Indigotine, paste ....	lb. 1.50	1.60
Induline, Base ....	lb. 2.00	- 3.00
Magenta Acid, Domestic. ....	lb. 4.25	- 5.00
Magenta Crystals, Imported. ....	lb. 10.00	- 12.00
Malachite Green Crystals....	lb. 6.50	- 7.25
Malachite Green, Powdered....	lb. 5.00	- 6.00
Melanil Yellow ....	lb. 2.40	2.75
Medium Green ....	lb. 5.00	- 6.00
Methylene Blue, tech. ....	lb. —	3.25
Methyl Violet ....	lb. —	3.00
Naphthol Green ....	lb. 3.00	- 4.00
Nigranine, Oil Sol. ....	lb. .85	1.00
Nigranine, spts. sol. ....	lb. .65	.70
Nigranine water sol., blue. ....	lb. .70	.75
"jet" ....	lb. .90	1.00
Naphthylamine Red ....	lb. 6.75	7.50
Oil Black ....	lb. .70	1.00
Oil Orange ....	lb. 1.40	1.50
Oil Scarlet ....	lb. 1.75	2.00
Oil Yellow ....	lb. 1.70	2.00
Orange, R. G., contract. ....	lb. 2.00	2.25
Orange, Y. conc. ....	lb. .65	.75
Oxamine Violet ....	lb. 7.00	8.00
Patent Blue, Swiss Type. ....	lb. 18.00	- 23.00
Phosphine G. Domestic. ....	lb. 7.00	- 10.00
Ponceau ....	lb. 1.10	1.20
Primuline, Dom. ....	lb. 5.50	- 6.50
Rhodamine B, ex. cont. ....	lb. —	65.00
Scarlet 2R ....	lb. 1.10	1.20
Sulphur Blue, Dom. ....	lb. .50	.60
Sulphur Blue, Imp. ....	lb. 12.00	- 13.00
Sulphur Black ....	lb. .40	.45
Sulphur Brown ....	lb. .35	.45
Sulphur Green ....	lb. 1.00	2.00
Sulphur, Navy Blue. ....	lb. 2.50	3.00
Sulphur Yellow ....	lb. 1.50	2.50
Tartrazine, Domestic ....	lb. 1.70	- 1.80
Tartrazine, Imported ....	lb. 1.25	- 1.40
Umarine, Domestic ....	lb. 10.00	- 11.00
Wool Green S. Swiss. ....	lb. 6.50	8.50
Valonia, solid, 65 p.c. tan. ....	lb. 5.00	- 6.00
Victoria blue B. ....	lb. 7.00	8.00
Victoria Blue, base, Dom. ....	lb. 8.50	9.50
Victoria Green ....	lb. 6.00	7.00
Victoria Red ....	lb. 7.00	8.00
Victoria, Yellow ....	lb. 7.00	8.00
Yellow for wool ....	lb. 1.50	2.25

## NATURAL DYESTUFFS

Amatto, fine ....	lb. .33	— .34
Seed ....	lb. .083	— .11
Carmine No. 40 ....	lb. 4.25	4.75
Cochineal ....	lb. .75	.90
Gambier, see tanning. ....	lb. —	—
Indigo, Bengal ....	lb. 3.00	3.50
Oudes ....	lb. 2.25	2.75
Guatemala ....	lb. 2.15	2.75
Karpas ....	lb. 2.25	2.75
Madras ....	lb. .90	1.10
Madder, Dutch ....	lb. .27	.30
Nutgalls, blue Aleppo. ....	lb. 1.25	1.30
Chinese ....	lb. .33	.35
Persian Berries ....	lb. —	—
Quercitron Bark, see tanning. ....	lb. —	—
Somac, China, f.o.b. mill. ....	lb. —	.07
Turneric, Madras ....	lb. .16	16.50
Aleppo ....	lb. 16.50	.17
Puhna ....	lb. .10	.11

## DYEWOODS

Barwood ....	lb. .06	— .08
Camwood, chips ....	lb. .18	— .20
Fustic, stocks ....	ton 42.00	48.00
Chips ....	lb. .04	— .06
"Hypernic" chips ....	lb. .09	— .10
"Lowwood" Sticks ....	ton 40.00	50.00
Chips ....	lb. .03	— .05
Quercitron, see tanning. ....	lb. —	—
Red Saunders, chips....	lb. .17	— .19

## EXTRACTS

Archil, Double ....	lb. .154	— .174
Triple ....	lb. .18	— .20
Concentrated ....	lb. .25	— .28
Cutch, Mangrove, seen tanning. ....	lb. —	Nominal
Rangoon, boxes ....	lb. .20	— .22
Liquid ....	lb. —	Nominal
Tablet ....	lb. —	Nominal
Cudbear, French ....	lb. .28	— .30
"English" ....	lb. —	—
"Concentrated" ....	lb. —	—
Flavine ....	lb. 1.00	— 1.50
Fustic, Solid ....	lb. .25	— .26
Crystals 100 p.c. ....	lb. .28	— .30
Extract 42 deg. ....	lb. .13	— .14
Liquid, 51 deg. ....	lb. .15	— .16

"Nominal."	—	—
Degras, American ....	lb. .10	— .11
English ....	lb. .12	— .13
Neutral ....	lb. .23	— .24
Horse ....	lb. .11	— .12
Lard, prime winter ....	gal. —	2.20
Off prime ....	gal. —	1.20
Extra No. 1 ....	gal. —	1.05
No. 1 ....	gal. —	.95
No. 2 ....	gal. —	.85
Menhaden, Light strained ....	gal. 1.05	— 1.10
Yellow, bleached ....	gal. —	1.15
White, bleached, winter. ....	lb. —	1.20
"Northern," crude ....	gal. —	.85
Southern, crude, f.o.b. plant. ....	gal. —	.85
Neatsfoot, 20 deg. ....	gal. 1.90	— 1.90
30 deg., cold test ....	gal. —	1.70
40 deg., cold test ....	gal. —	1.60
Dark ....	gal. —	.80
Prime ....	gal. —	1.40
Oleo Oil ....	lb. .27	— 29
"Porpoise," body ....	gal. —	—
"Jaw" ....	gal. 20.00	— 22.00
Red (Crude Oleic Acid) ....	lb. 11 1/2	— 12
Saponified ....	lb. 11 1/2	— 12
Sperm, bleached winter ....	—	—
38 deg., cold test ....	gal. —	2.08
45 deg., cold test ....	gal. —	2.03
Natural winter, 38 deg., cold test ....	—	— 2.05
Stearic, single pressed ....	lb. 18 1/2	.19
Double pressed ....	lb. 19 1/2	.20
Triple pressed ....	lb. 20 1/2	.21
Tallow, acidized ....	gal. —	— 1.00
Prime ....	gal. —	.95
Whale, natural winter ....	gal. —	— 1.20
Bleached, winter ....	gal. —	— 1.30

## VEGETABLE OILS

Castor, No. 1 bbls. ....	lb. .26	— .27
Cases ....	lb. .27	— .28
No. 3 ....	lb. .25	— .26
Cocoanut, Dom. Ceylon, bbls. ....	lb. —	13 1/2
Tanks ....	lb. —	.12
Cochin, bbls., Dom. ....	lb. —	16 1/2
Tanks ....	lb. —	16.06
Corn, refined, bbls. ....	lb. —	.12
Cottonseed, Crude, f. o. b. mills, in tanks. ....	lb. —	17 1/2
"Summer," yel., prime, bbl. ....	lb. —	21 1/2
"White" ....	lb. —	—
"Winter yellow" ....	lb. —	—
Linseed, raw ear lots ....	gal. —	— 1.50
5 barrel lots ....	gal. —	— 1.53
Boiled, 5-bbl. lots ....	gal. —	— 1.56
Double Boiled, 5-bbl. lots ....	gal. —	— 1.58
Olive, denatured ....	gal. —	— 3.00
Foots ....	lb. 20	— 22
Palm, Lagos casks. ....	lb. —	—
"Benin" ....	lb. —	— 18
Palm Kernel, domestic. ....	lb. 18	— 18
Imported ....	lb. —	—
Peach Kernel ....	lb. .19	— 19 1/2
Peanut Oil, edible ....	lb. .22	— 23
Crude, f. o. b. mills ....	gal. —	— 1.08
Pine Oil, white steam ....	lb. .57	— .58
Yellow, steam ....	lb. .56	— .57
Popp. Seed ....	gal. —	— 5.00
Rapeseed, ref'd, bbl. ....	lb. 1.50	— 1.60
"Blown" ....	lb. 1.60	— 1.70
Rosin oil, first rect. ....	lb. —	— 73
Second ....	gal. —	— .76
Sesame, domestic, edible. ....	gal. —	— 2.50
"Imported" ....	gal. —	—
Soya Bean, Tanks. Pac. Coast. ....	lb. .09	— .09 1/2
New York, bbls. ....	lb. 12 1/2	— 13
Tar Oil, gen. dist. ....	lb. —	— 35
Commercial ....	lb. —	— 34

## MINERAL

Black, reduced, 29 gravity 25-30 cold test ....	lb. .23	— 24
29 gravity, 15 cold test. ....	lb. .23	— 24
Summer ....	lb. .23	— 24
"Y" ....	lb. .43	— 45
Cylinder, light, filtered ....	lb. .39	— 43
Dark, filtered ....	lb. .65	— 75
Extra cold test ....	lb. .25	— 32
Dark steam, refined ....	lb. .25	— 32
Neutral, white, 29 gravity ....	gal. 33 1/2	— 33 1/2
Neutral, filtered lemon ....	gal. —	.35
White, 30-31 gravity ....	gal. .50	— .75
Paraffin, high viscosity ....	gal. .40	— .41
903 sp. gr. ....	gal. .36	— .38
Red Paraffin ....	gal. .36	— .38
Spindle, filtered ....	gal. .40	— .47
No. 200 ....	gal. .40	— .42
No. 100 ....	gal. .35	— .36
No. 110 ....	gal. .33	— .34
"Nominal."	—	—

## Oils

## ANIMAL AND FISH (Carloads)

Cod Newfoundland ....	gal. —	— 1.15
Domestic, prime ....	gal. —	—
Liver, Newfoundland ....	bbi. 80.00	— 85.00
"Norwegian" ....	bbi. 135.00	— 150.00
"Nominal."	—	—



## CHEMICAL PREPARATIONS—

3 cs. London, G. V. Collis  
1 cs. Bordeaux, Eastman Kodak Co.  
1 bx. Hull, Bush, Beach & Gent  
1 bx. Maracaibo, American Trading Co.  
1 cs. Tandjong Priok, Postvander, M.  
Burg & Co.

## CUTTLEFISH BONES—

10 cs. Bordeaux, Ettington, Schild & Co.

## CYANIDE—

15 cs. precipitate, Cristobal, South American Development Co.

## DIVI-DIVI—

1500 bgs. Puerto Cabello, The Tanners Council of the U. S. A.

90 bgs. Puerto Columbia, G. Amsinck & Co., Inc.

20 bgs. Dominican ports, International Clearing House

## DYES AND DYESTUFFS—

7 bgs. indigo, Cristobal, G. Amsinck & Co., Inc.

10 chests indigo, Calcutta, Arbile & Houben

## ERGOT—

1 bale, London, C. L. Huisking & Co.

## ESSENTIAL OILS—

15 cs. juniper berries, London, C. L. Huisking

35 cs. almonds, London, Ungerer & Co.

## GUMS—

5 bgs. chicle, Tampico, The O. Peeches Gum Co.

15 cs. arabic, London, C. L. Huisking

65 cs. arabic, London, Irving National Bank

6 bgs. tragacanth, London, Brown Bros. & Co.

30 sacks arabic, Bordeaux, Irving National Bank

## GLYCERIN—

6 cs. crude, La Guayra, Caracas Trading Co.

## IODINE—

26 kegs, Cristobal, S. E. Nash & Louis L. Waeljen

29 kegs, Cristobal, S. E. Nash & Louis L. Waeljen

## IRON OXIDE—

11 casks, Liverpool, Chas. B. Chrystal

20 casks, Liverpool, J. W. Coulston & Co.

90 casks, Liverpool, F. A. Reichard & Co.

## JUICE—

5 hogheads lime, Martinique, J. H. Ramirez & Son, Inc.

3 casks lime, Colon, Middleton & Co.

1 bbl. lime, Dominica, Perry, Ryer & Son

28 casks lime, Dominica, Perry, Ryer & Son

## KERNELS—

5 bgs. palm nut, Cristobal, Transoceanic Trading Co.

## KOLA NUTS—

94 bgs., Sourabaya, The Federal Export Corporation

## LEAVES—

1 bale medicinal, Bristol, Precto Mach Co.

## LIME—

90 casks citrate, Dominica, Perry, Ryer & Co.

## MEDICINAL AND MISCELLANEOUS DRUG PREPARATIONS—

3 cs. medicines, London, E. Fougera & Co., Inc.

1 cs. medicines, London, T. Nevins

50 casks drugs, Bordeaux, C. E. Chapel & Co.

## MENTHOL—

25 cs. crystals, London, Dodwell & Co., Ltd.

100 cs. crystals, London, Suzuki & Co.

50 cs. crystals, London, D. Nagase, Ltd.

50 cs. crystals, London, National City Bank of Montreal

225 cs. Japanese, London, Brown Bros. & Co.

25 cs. crystals, London, City Bank of Montreal

## MERCURY—

50 flasks, Tampico, Poison & Poirier

9 flasks, Tampico, E. L. Figuevera

## OILS—

12 cs. sandalwood, London, George Lueders & Co.

12 cs. sandalwood, London, C. L. Huisking

13 cs. sandalwood, London, George Lueders & Co.

13 cs. sandalwood, London, Antoine Chiris & Co.

13 cs. sandalwood, London, C. L. Huisking & Co.

## 20 cs. lime, Dominica, Magnus, Mabee &amp; Reynard, Inc.

7 cs. lime, Dominica, Middleton & Co.

19 cs. lime, Dominica, F. S. Maynard Son & Co.

9 cs. lime, Dominica, Dodge & Olcott Co.

4 cs. lime, Dominica, Dodge & Olcott Co.

2 cs. bay, Guadeloupe, R. Moelhausen & Co.

## PERFUMERY—

9 cs. Bordeaux, T. D. Downing & Co.

5 cs. Bordeaux, Park & Tilford

1 cs. Bordeaux, A. H. Smith & Co.

66 cs. Bordeaux, A. Bourjous & Co.

4 casks, Bordeaux, George Lueders & Co.

8 cs. Bordeaux, Ungerer & Co.

## PHARMACEUTICAL PRODUCTS—

50 cs., Bordeaux, In transit

2 cs., Bordeaux, Power & Lindemeyer

## POTASH—

252 cs. crude, Batavia, The Equitable Trust Co.

## POTASSIUM BICHLORATE—

61 bbls., Bristol, The Unexcelled Manufacturing Co.

## QUININE—

1 cs. sulphate, London, R. Greeff & Co.

5 cs. Tandjong Priok, N. K. Robbins

250 cs. Tandjong Priok, Balfour, Williamson & Co.

## QUINIDINE—

244 casks and tins, Rotterdam, R. W. Greeff & Co.

## ROOTS—

25 bgs. pareira brava, Liverpool, P. H. Petry & Co.

20 bales, medicinal, London, Guaranty Trust Co.

10 bgs. colchicum, London, Security Bank Minneapolis

2 crates medicinal, Tampico, D. L. Bretzfelder & Brother

1 bale sarsaparilla, Tampico, Barnes & Co., Inc.

3 cs. ipecac, Cristobal, Piza, Nephews & Co.

505 bales licorice, Bilbao, P. H. Petry & Co.

418 bgs. gentian, Bilbao, P. H. Petry & Co.

## SANDALWOOD—

135 bundles, London, F. Stearns & Co.

243 bgs. chips, London, Brown Bros. & Co.

14 bundles, London, Brown Bros. & Co.

## SEEDS—

300 sacks caraway, Bordeaux, E. Desen

200 sacks foenugreek, Bordeaux, Lamborn & Co.

72 sacks foenugreek, Bordeaux, Brown Bros. & Co.

39 sacks foenugreek, Bordeaux, Brown Bros. & Co.

3,000 bgs. castor, Bahia, G. H. Finlay & Co., Inc.

12,731 bgs. castor, Pernambuco, American Trading Co.

2,890 bgs. castor, Pernambuco, G. Amsinck & Co., Inc.

## SOAP—

1 case, London, Southerland Dispatch

6 cs., London, E. M. Fougera & Co., Inc.

9 cs., London, E. Fougera & Co.

## SPICES—

171 bgs. nutmegs, Padang, Brown Bros. & Co.

77 bales cassia, Padang, The Anglo American & Paris National Bank

1,600 bgs. pepper, Batavia, W. R. Grace & Co.

356 cs. mace, Batavia, Guaranty Trust Co.

## SPONGES—

55 bales, Havana, Lasker & Bernstein

25 bales, Havana, George W. Sheldon & Co.

## SULPHATES—

58 casks nickel, Bristol, Fuerst Bros. & Co.

## SULPHIDES—

5 casks, London, F. O. Nelson & Co., Inc.

12 cs. silver, Cristobal, W. R. Grace & Co.

10 cs. silver, Cristobal, W. R. Grace & Co.

12 cs. silver, Cristobal, William Schall & Co.

## SULPHUR—

9 cs. coal tar dye, Liverpool, Chas. T. Stork & Co.

9 kegs precipitation, London, Katzenbach, Bullock & Co.

52 casks, Bordeaux, T. D. Downing & Co.

## WAX—

250 bgs. carnauba, Para, L. Frees

56 bgs. carnauba, Para, New York Overseas Co.

365 bgs. carnauba, Para, The Bank of New York

237 bgs. carnauba, Para, L. Frees

405 bgs. carnauba, Para, Irving National Bank

22 bgs. carnauba, Para, National Bank of Commerce

6 pkgs. bees, Ponce, Schall & Co.

5 bgs. bees, Antilla, Sugar Products Co.

67 bgs. bees, Dominican ports, J. J. Julia & Co.

8 bgs. bees, Dominican ports, W. Schall & Co.

2 bgs. bees, Dominican ports, F. Ricart & Co.

8 bgs. bees, Sanchez, W. R. Grace & Co.

2 bgs. bees, Sanchez, J. J. Julia & Co.

21 seroons bees, Puerto Plata, J. J. Julia & Co.

5 pkgs. bees, Puerto Plata, Mecke & Co.

## Exports

ACID, CARBOLIC—  
110 lbs., Belgium Kongo; 1,080 lbs., British Guiana; 236 lbs., Argentina

ACID, NITRIC—  
1,099 lbs., Cuba; 850 lbs., Australia; 840 lbs., Portuguese Africa

ACID, PICRIC—  
10 lbs., Cuba

ACID, SULPHURIC—  
2,000 lbs., French West Indies; 2,744 lbs., Virgin Islands; 1,050 lbs., British South Africa

ALCOHOL—  
1,010 gallons, French Africa; 6 gallons, Hayti

ALCOHOL, WOOD—  
177 gallons, Panama; 10 gallons, Mexico

ANILINE DYES—  
\$19,075, Greece; \$137,248, England; \$450, Jamaica; \$14,151, Uruguay; \$70, Venezuela; \$1,800, Philippine Islands

BEES WAX—  
32 lbs., British South Africa

BENZOL

3,700 lbs., Cuba

CALCIUM CARBIDE—  
117,005 lbs., Peru; 99,950 lbs., Belgium

Kongo; 3,000 lbs., Bermuda; 12,200 lbs., Nicaragua; 80,000 lbs., Uruguay

CHEMICALS, MISCELLANEOUS—  
\$4,565, Jamaica; \$73,549, Sweden; \$916, Virgin Islands; \$1,374, Newfoundland; \$24,555, Panama; \$267, Guatemala

PETROLEUM JELLY—  
\$1,615, British West Africa; \$3,074, New Zealand; \$3,119, Japan; \$6, Dutch East Indies; \$54, China

PEPPERMINT OILS—  
546 lbs., Argentina; 1 lb., Peru; 590 lbs., France; 10 lbs., Colombia

POTASSIUM CHLORATE—  
13,716 lbs., Australia; 36,501 lbs., British South Africa; 8,144 lbs., Mexico

SODA, ASH—  
720,430 lbs., Denmark; 178,550 lbs., China; 248,585 lbs., 196,824 lbs., Brazil; 64,112 lbs., Paraguay; 97,903 lbs., Uruguay

SODA, CAUSTIC—  
56,200 lbs., Denmark; \$7,675 lbs., Mexico; 633,140 lbs., Argentina; 282,595 lbs., Peru; 456,840 lbs., Japan; 22,275 lbs., British South Africa

SODA, SAL—  
6,365 lbs., Venezuela; 7,520 lbs., Dutch West Indies; 21,937 lbs., Cuba; 10,830 lbs., Trinidad; 1,500 lbs., Costa Rica

SODIUM SILICATE—  
20,300 lbs., Venezuela; 17,235 lbs., Colombia; 56,000 lbs., Brazil; 32,470, Panama; 13,000 lbs., Philippine Islands; 20,000 lbs., Argentina

SPONGES—  
2 lbs., Cuba; 115 lbs., Argentina; 631 lbs., Chile; 344 lbs., Brazil; 1 lb., Panama; 7 lbs., Venezuela; 647 lbs., Australia

SULPHUR—  
19 tons, Brazil; 10 tons, Cuba; 2 tons, Barbados; 31 tons, Mexico; 104 tons, Sweden; 1 ton, Venezuela

SUPERPHOSPHATES—  
19 tons, French West Indies

TANNING EXTRACTS—  
\$5,374, England; \$805, Peru; \$40, Peru; \$330, Venezuela

VEGETABLE OILS—  
4,420 lbs., Virgin Islands; 792,705 lbs., France; 17,190 gallons, Belgium; 4,150 gallons Colombia

### SURGICAL INSTRUMENT INDUSTRY IN U. S.

Previous to 1825, the surgical instruments used in the United States were imported from England. After that date, a few shops could be found in several cities having three or four mechanics and producing instruments on special orders from surgeons and some instruments for sale in the retail shops connected with these workrooms. From 1825 to 1880 the principal source continued to be England, but about 1880 German competition became a factor and owing to the growth of the country and advance in surgery there was a great demand for surgical instruments and the American industry could not cope with the situation, while the German products filled the demand. This condition prevailed up to the outbreak of the European War.

In 1914 the U. S. Tariff Commission undertook to investigate the situation and determine why the American products which were offered on the market in more abundant quantities did not capture the trade. Answers to letters from leading dealers disclosed the fact that German instruments were superior to the American in every respect and that this belief in the trade accounted for the trend of sales to the foreign product. In addition, the foreign instruments were cheaper it was learned.

During the war when it was impossible to receive the usual shipments owing to the blockade, American firms increased their production and perfected their product. This together with imports from Japan filled the needs of the Government while civilian needs were left unfilled.

The situation after the war leaves Germany out of consideration, for Americans will have no use for German products. The only competition is from Japan, but these instruments are inferior to the American, and the price is almost as high.

The future of the industry in this country depends almost entirely on the extent to which the improvements introduced in American instruments are maintained, and the prices charged.

### DRUG RESEARCH PLAN DISCUSSED

"There are distinct advantages attached to an independent institution which can work at drug problems apart from financial interests, and it is here that a pharmaceutical institute would score. The field is, however, broad enough for both classes of research laboratories, and there are ample opportunities in the work to satisfy both the scientist and the investor. There is no reason for example who salvarsan should be looked upon as the last word in chemotherapy," says the London "Chemist and Druggist." "Research may bring forward a compound superior to salvarsan, but there is at present no research to this end being carried on in this country.

"The work need not be confined to synthetic drugs; there is a vast field of study in plant substances upon which comparatively little modern work has been done. Many plants employed in medicine have not yielded up the secrets of their curative action. The study of drugs is a most promising one; and if it became the function of a research laboratory connected with pharmacy it would increase the reputation of pharmacy as a science."

Damage estimated at \$200,000 was caused by fire in the main factory of the Atlantic Dyestuff Company at Hanson, Mass., of which A. L. Burrage of Boston is president. The cause of the fire is unknown.

### WEBB LAW AND IMPORT TRADE

Consideration is already being given by officials in Washington to the possibility of the formation of some safe form of corporation resembling the export association, which may be permitted to do import business, says "The Americas."

"It is also being considered," says the paper, "whether the Webb-Pomerene act may not be circumspectly broadened to permit limited domestic activities on the part of export associations, some trade in the import direction, and certain exclusively foreign business that some authorities in the Federal Trade Board now think they are barred from doing.

"It is seen plainly that this would mean the addition of many paying activities that would be of help to American business in general. It is of considerable significance that some men at Washington who are uncompromising in opposition to a change of public policy toward trusts and the present anti-trust laws are now disposed to seek out 'safe' modifications of those if it can be found possible to permit limited activities looking to freedom of coordinated effort in world trade.

"What is now happening is this: The adoption of the Webb-Pomerene law legalizing combination in export business, and the organization of several leading groups of manufacturers into export associations has advertised all over the country the advantage of formal combination in conducting foreign business, and there is a very big development in progress that seems to indicate the certainty that our coming effort for export business will consist very largely of highly organized combination, amounting in some cases to 'super organization,' of grouped business interests, and we are in a wave of consolidation and merger as applied to our developing foreign trade that is very much like an exact counterpart of the beginning of our great period of industrial, railway, banking, and commercial combination of about twenty years ago."

### SEEKING SOAP TRADE ABROAD

James H. Bear, eastern and foreign representative of the Palm Olive Company, and Harry W. Muller, special foreign representative of the same concern, were recently in San Francisco, on their way to the Far East. In explaining the purpose of the trip, Mr. Bear said:

"Prior to the outbreak of the war, England was first in the soap industry and Germany was second, with the United States third. With Germany out of the field, it is our intention to obtain for this country the trade that Germany formerly commanded. We will then excell all nations in the output of soap products."

The trip will include Japan, China, the Philippines, Australia, Dutch East Indies, and Italy, France and England.

Louis Zeh, secretary of the California State Board of Pharmacy, recently appeared before the sub-committee on legal service of the main legislative committee on efficiency and economy, and advised that the Board would need additional legal services when prohibition becomes effective. He showed that in the dry districts of California there is a steady increase in the number of prosecutions for the sale of narcotics, while the reverse is true in the districts where the licensed saloons are maintained. He produced figures to show that during the past nine years prosecutions of this kind had steadily decreased at San Francisco, notwithstanding an enormous increase in population; whereas in Los Angeles, there has been a steady increase since saloons were eliminated there.

### New Incorporations

Halab Drug Co., Brooklyn, N. Y., capital \$100,000. C. Sunshine, M. Argenteau, R. M. Dawson, 656 Howard Ave., Brooklyn.

Amalgamated Company, Dover, Del., capital \$320,000. Manufacture and produce coal, coke and their products. M. L. Rogers, L. A. Irwin, W. G. Singer, local Wilmington incorporators.

Quality Products Manufacturing Co., Dover, Del., capital \$250,000. To manufacture chemicals, druggists' supplies, etc. W. F. O'Keefe, George G. Steigler, J. H. Dowdell, local Wilmington incorporators. Albemarle Export and Import Co., Inc., Manhattan, capital \$5,000. Chemicals. C. P. Swafield, K. Newman, H. S. Miller, 517 West 147th Street, New York.

The Vero Trading Co., Inc., Manhattan, capital \$100,000. To make food, beverages and medical preparations. L. S. Moos, M. and N. Sobel, 410 Riverside Drive, New York.

Liberty Polish Corporation, Manhattan, capital \$25,000. Oils and polishes. T. D. Herschmann, L. D. Fiore, L. E. Felix, 220 Broadway, New York.

Treee Laboratories, Inc., Bronx, capital \$50,000. Make face powders and toilet preparations. H. Kolbe, I. Smiley, M. Picker, 861 Westchester Ave., Bronx, N. Y.

Pictorial Soap Mfg. Corp., Manhattan, capital \$100,000. G. A. Dostal, J. C. Prendergast, C. T. Walsh, 1504 Amsterdam Ave., New York.

Agricultural Chemical Co. of Chicago, Chicago, Ill., capital \$100,000. Max K. Kaczmarek, Stanley Hanczewski, Wiadyslaw Davidowicz.

International Consolidated Chemical Corporation, Wilmington, Del., capital \$5,000,000. To prepare compounds and generally deal in and with drugs. E. Virgil Neal, Elim L. Kinkaid, Paul S. Smith, New York.

Anglo-California Aniline Corporation, San Francisco, Cal., capital \$200,000. L. M. Olds, J. R. Daniels, T. A. Keogh, J. T. Thornton, A. C. Dnerr.

American Shale and Petroleum Co., San Francisco, Cal., capital \$600,000. To extract oil from shale deposits. A. S. Blake, F. J. Baker, G. J. Presley, F. H. Buck, F. B. Langstroth.

Authorization—Chadeloid Chemical Co., Inc., West Virginia, capital not given. Representative J. P. Flan, 100 William Street, New York.

The American Cellulose and Chemical Mfg. Co., Ltd., Delaware. Capital 100,000 shares preferred stock, \$100 each; 150,000 shares common stock, no par value; active capital 10 shares common stock. Representative, J. A. Larkin, 681 Fifth Avenue, New York.

Capital Increases—Tower Chemical Co., Inc., Manhattan, from \$25,000 to \$250,000.

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